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PASS IT ALONG—SEE PAGE 17

Hardwood Record

Twentieth Year, Semi-Monthly.

CHICAGO, OCTOBER 25, 1914

Subscription $2. Single Copies, 10 Cents.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*

ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL **HOSE**

STEAM
WATER
SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

SELLING AGENTS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

If you knew

What our **Bulletin Service** was doing for your competitor in

the lumber business

you'd not only want the service yourself, but **you'd have it.** Let us tell you about it.

Hardwood Record
Chicago

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

CADILLAC GRAY ELM

was used for finish in the living room of the Michigan-Wisconsin Bungalow at the Chicago and New York Forest Products Expositions.

The wood has an attractive figure, shows delicate shadings, is peculiarly susceptible of color staining, and when properly finished gives a decidedly rich effect.

The lumber is of excellent quality, easy to work, and, unlike other varieties of elm, it does not check, shake, twist or warp more than ash or oak.

It is used extensively for furniture and interior finish.

We will send you prepaid finished samples of Cadillac Gray Elm if you would like to see this beautiful native wood.

COBBS & MITCHELL, Inc.

Manufacturers of Michigan Hardwoods

Sales Dept., CADILLAC, MICH.

Michigan Trees and Mitchells Products

We have published an illustrated booklet with the above title for lumber users and shall be glad to send you a copy upon request.

This reference book contains pictures of our Michigan trees, describes the character and uses of our various woods, and explains our products and the form in which they are offered to the trade.

We sell only
CADILLAC QUALITY LUMBER
Send for our Stock List

Mitchell Brothers Company

Sales Department CADILLAC, MICHIGAN

Service "STEARNS QUALITY LUDINGTON" First

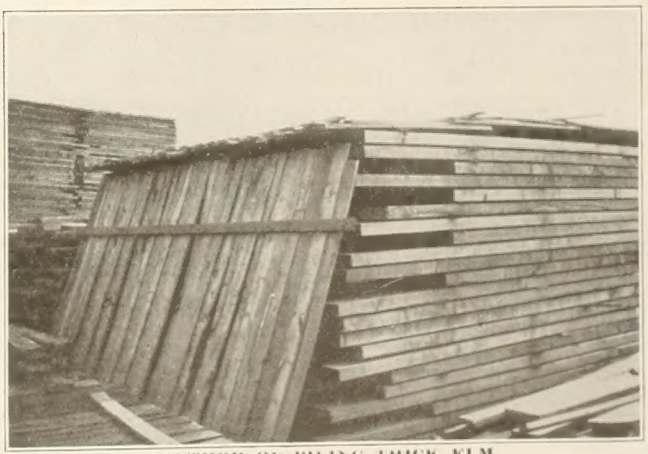
HARDWOOD SPECIALISTS

The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

Soft Gray Elm

Noted especially for soft texture, straight grain, bending and resisting qualities.



METHOD OF PILING THICK ELM

OUR LIST OF
Dry Stock

	Av. Width
45 M 4/4 FAS	9"
49 M 6/4 FAS	9½"
76 M 8/4 FAS	10"
28 M 10/4 FAS	10½"
64 M 12/4 FAS	11"
52 M 16/4 FAS	11½"
90 M 4/4 No. 1 Com	8"
18 M 6/4 No. 1 Com	8"
38 M 8/4 No. 1 Com	9"
12 M 10/4 No. 1 Com	9½"
29 M 12/4 No. 1 Com	10"
24 M 16/4 No. 1 Com	11"
70 M 4/4 No. 2 Com	7"
65 M 4/4 No. 3 Com	7"

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Are You in the Market for Mixed Cars?

Louisville happens to be one of the best places in the country to buy mixed cars, on account of the location of the market and the number of woods carried in stock in large quantities here. Another reason is the co-operative methods that are used by members of this trade, enabling all of the stocks in the market to be made available in handling any one order.

Business conditions just now are favorable to purchasing in mixed cars, so that the user need not buy a full carload of each item needed by his factory. The mixed car proposition fills the bill in every way, and gives him an opportunity to travel more lightly, in the respect of investment in raw material, than would be possible otherwise.

Louisville can furnish anything that is wanted in quartered and plain red and white oak, poplar, chestnut, cottonwood, ash, hickory, walnut, gum and all other hardwoods. Southern planing mill owners may be interested to know that a considerable stock of Northern birch is carried here, and that orders for this wood can be filled promptly.

W. P. Brown & Sons Lumber Company
Edward L. Davis Lumber Company
Stemmelen & Fullenlove Company
North Vernon Lumber Company
Booker-Cecil Lumber Company
Norman Lumber Company
(Mills at Holly Ridge, La.)
Churchill-Milton Lumber Company
The Louisville Veneer Mills

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

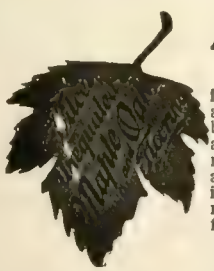
OAK LUMBER

On account of the war between Kaiser William, Duncan Chisholm and Cousin George, who have always taken this fine quality oak lumber, we can offer for a short time the best quality oak lumber, F. O. B. your place, at bargain prices—especially a large quantity of—

4/4" 1sts & 2nds Plain White Oak
4/4" No. 1 Common Plain White Oak
4/4" No. 2 Common Plain White Oak
4/4" 1sts & 2nds Plain Red Oak
4/4" No. 1 Common Plain Red Oak
4/4" No. 2 Common Plain Red Oak
4/4" No. 1 Common Quartered White Oak

GET OUR QUOTATIONS BEFORE PURCHASING

JOHN C. SPRY
1003 HARRIS TRUST BUILDING CHICAGO, ILLINOIS



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., Established 1878
608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

Clarence Boyle, Inc., 312 Portland Block Chicago
WHOLESALE LUMBER
Always in the market for OAK, GUM and POPLAR

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

J. M. LOGAN, Pres. & Gen. Mgr.
H. S. MIZNER, 1st Vice-Pres.
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J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT BASSWOOD
POPLAR WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

Sliced Quartered Oak

Cut to Dimension, Jointed and Taped, Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

What Veneer and Panel Consumers Will Use in 1914

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

American Black Walnut NOW

¶ The time is ripe for consumers of cabinet woods to add American Black Walnut to their line. The leaders in the trade have set the pace; retailers are already stocking up—and are advertising it, and supply and prices are favorable. The war has made it impossible to get Circassian walnut in anything like adequate quantities, and the domestic wood is the logical substitute. Every factor favors the use of American Black Walnut. It's your move! Note stocks, ready to ship, in the hands of leading producers:

Pickrel Walnut Company
ST. LOUIS, MISSOURI

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8"	20,000'	5/8"	20,000'
3/4"	15,000'	3/4"	15,000'
4/4"	100,000'	4/4"	80,000'
5/4"	20,000'	5/4"	12,000'
6/4"	30,000'	6/4"	14,000'
8/4"	22,000'	8/4"	180,000'
10/4"	10,000'	10/4"	8,000'
12/4"	8,000'	12/4"	6,000'

NO. 2 COMMON

4/4"	50,000'	6/4"	13,000'
5/4"	12,000'	8/4"	12,000'

Plain Wood Cut to Order

VENEERS

FIGURED WALNUT LOGS FIGURED WALNUT VENEERS

H. A. McCowen & Company
SALEM, INDIANA

1ST AND 2NDS		NO. 1 COMMON	
5/8"	110,000'	4/4"	420,000'
3/4"	135,000'	5/4"	110,000'
4/4"	292,000'	6/4"	89,000'
5/4"	82,000'	8/4"	62,000'
6/4"	46,000'	9/4"	4,000'
8/4"	41,000'	10/4"	3,000'
9/4"	7,000'	12/4"	3,000'
10/4"	3,500'	16/4"	1,200'
12/4"	7,000'		
16/4"	3,200'		

ALL THICKNESSES IN NO. 2 COMMON

Frank Purcell
KANSAS CITY, MISSOURI

PRIME

Walnut Logs

FOR EXPORT

Figured Walnut Logs

Figured Walnut Butts

Sanders & Egbert Company
GOSHEN, INDIANA

1ST AND 2NDS			
1/2"	36,000'	5/4"	6,350'
5/8"	36,500'	6/4"	6,000'
3/4"	55,200'	8/4"	8,300'
4/4"	24,600'	4/4" Clear Face	14,200'

NO. 1 COMMON

1/2"	18,000'	5/4"	11,500'
5/8"	17,000'	6/4"	2,700'
4/4"	22,000'	8/4"	14,300'

NO. 2 COMMON

1/2"	4,500'	5/4"	4,100'
5/8"	2,500'	6/4"	900'
3/4"	22,600'	4/4" Shorts.	10,000'
7/8"	200'		

Geo. W. Hartzell
PIQUA, OHIO

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8	2,500	3/4"	7,000
3/4"	17,500	4/4	5,000
4/4	11,500	4/4	7,500
5/4	12,500	6/4	000
6/4"	5,500	8/4	8,000
8/4"	16,500	10/4	1,500
10/4"	7,000	12/4	700'
12/4"	6,500		
16/4"	2,300'		

5/8" Special Grade 15,000'

3/4 4/4" Black Face Figured, Burl and Figure 17,000

Special Heavy Figure 4/4 to 6/4 8,000

4/4 Crotch Face 6" and up 10,000

ALL STOCK BAND SAWED, DRIED AND DRESSED

PROMPT SHIPMENTS

East St. Louis Walnut Co.
EAST ST. LOUIS, ILLINOIS

1ST & 2NDS WALNUT		NO. 1 COMMON WALNUT	
3/8"	50,000'	3/8"	50,000
1/2"	110,000	1/2	30,000
5/8"	160,000'	5/8"	85,000
3/4"	135,000'	3/4	150,000
4/4"	98,000	4/4"	220,000
5/4"	72,000'	5/4"	16,000
6/4"	34,000'	6/4"	31,000
8/4"	21,000	8/4"	15,000
10/4"	6,000	10/4"	2,000
12/4"	12,000	12/4"	9,000

Penrod Walnut & Veneer Co.
KANSAS CITY, MISSOURI

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8"	10,000	5/8"	10,000
3/4"	12,000	3/4"	25,000
4/4"	73,000'	4/4"	300,000
5/4"	12,000'	5/4"	30,000'
6/4"	9,000'	6/4"	14,000'
8/4"	11,000'	8/4"	3,000'
10/4"	1,800	10/4"	3,000'

KRAETZER CURED LUMBER

In stock ready for shipment, **three million feet** of Figured Walnut Butt Veneers and **two million feet** of Figured Walnut Long Veneers.

We furnish Plain Walnut Veneers any thickness cut to size.

Theodor Francke Erben, G. m. b. H.
CINCINNATI, OHIO

1ST & 2NDS WALNUT

3/8"	24,000	5/4	10,000'
1/2"	125,000	6/4	15,000
5/8"	175,000'	8/4"	12,000
3/4"	97,000	10/4	1,000
4/4"	88,000	12/4	6,000

NO. 1 COMMON WALNUT

3/8"	6,000	5/4	25,000'
1/2"	92,000'	6/4"	40,000'
5/8"	56,000'	8/4"	38,000'
3/4"	9,000	10/4	4,000'
4/4"	11,000		

NO. 2 COMMON WALNUT

3/4"	40,000	5/4	35,000'
4/4	52,000	8/4	25,000'

Penrod Walnut & Veneer Co.

Mills, Kansas City and Helena, Ark.

Address all inquiries to

General Offices

KANSAS CITY, MO.

Kansas City Plant

Exclusively

WALNUT

American and Circassian Figured and Plain

VENEERS and LUMBER

Helena, Ark., Plant

Exclusively

Rotary Cut Veneers

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine

DRY AND FLAT

LATHES UP TO 104″

PENROD-JURDEN-McCOWEN LUMBER COMPANY

BAND MILLS: BRASFIELD, ARK.

Address all inquiries to sales office
KANSAS CITY, MO.

Ready for immediate shipment

RED GUM

QUARTERED	PLAIN
2 cars 4/4″ 1s and 2s.	3 cars 4/4″ 1s and 2s.
1 car 5/4″ 1s and 2s.	2 cars 5/4″ 1s and 2s.
1 car 6/4″ 1s and 2s.	1 car 6/4″ 1s and 2s.
2 cars 8/4″ 1s and 2s.	3 cars 8/4″ 1s and 2s.
	1 car 10/4″ 1s and 2s.
3 cars 4/4″ No. 1 Com.	3 cars 4/4″ No. 1 Com.
1 car 5/4″ No. 1 Com.	2 cars 5/4″ No. 1 Com.
1 car 6/4″ No. 1 Com.	2 cars 6/4″ No. 1 Com.
2 cars 8/4″ No. 1 Com.	3 cars 8/4″ No. 1 Com.
	2 cars 10/4″ No. 1 Com.

The Famous Cache River Red Gum

Band Sawn—Dry—Flat

Plain and Quarter Sawn Red and White Oak always in stock

UNIFORM OAK
UNIFORM WHITE COLOR
UNIFORM SOFT TEXTURE

Cut from our own tract of timber of 100,000 acres, by our own mills under our own personal supervision. We cut 200,000 feet of lumber every day.

SEND US YOUR *INQUIRIES*

The Mowbray & Robinson Company

YARDS:
Cincinnati, O.
Detroit, Mich.
Rochester, N. Y.
Brooklyn, N. Y.

CINCINNATI, O.

MILLS:
Quicksand, Ky.
Viper, Ky.
West Irvine, Ky.

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS

Winton Place

Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4 4 1s and 2s Plain White Oak.
20 cars 4 4 1s and 2s Plain Red Oak.
40 cars 4 4 No. 1 Common Plain Red Oak.
8 cars 4 4 No. 1 Common Plain White Oak.
10 cars 4 4 No. 2 Common Plain Red Oak.
5 cars 4 4 No. 2 Common Plain White Oak.
1 car 4 4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4 4 1s and 2s Quartered White Oak.
10 cars 4 4 No. 1 Common Quartered White Oak.
1 car 5 4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6 4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6 4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

OAK FLOORING

60,000' ⅜"x1½" Clear Plain White
150,000' ⅜"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' ⅜"x1½" Clear Plain Red
200,000' ⅜"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

OAK

2 cars 4 4 1st & 2nds Pln. Wh.
5 cars 4 4 No. 1 Com. Pln. Wh.
5 cars 4 4 No. 2 Com. Pln. Wh.
2 cars suitable for veneer cores
2 cars 4/4 1st & 2nds Qtd. Wh.
2 cars 4/4 No. 1 Com. Qtd. Wh.
1 car 8/4 1st & 2nds Qtd. Wh.
1 car 8/4 No. 1 Com. Qtd. Wh.

2 cars 4 4 1st & 2nds Pln. Red
5 cars 4 4 No. 1 Com. Pln. Red
5 cars 4 4 No. 2 Com. Pln. Red
5 cars 4 4 No. 3 Com. Pln. Red

GUM

10 cars 4 4 1st & 2nds Sap
20 cars 4 4 No. 1 Com. Sap
5 cars 4/4 No. 2 Com. Sap

Band Sawed Stock. Dry and Ready for Immediate Shipment Your Inquiries Solicited

Carnahan-Allport Lumber Company

SUCCESSORS:

VARNER LAND & LUMBER COMPANY

Geridge, Lonoke Co., Ark.

Band Sawn Hardwoods

WE PRODUCE OUR OWN STOCKS

Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

A Few Items We Want to Move:

10 Cars 4/4"x 6" to 12" 1st & 2nds Cottonwood.
8 Cars 4/4"x13" to 17" 1st & 2nds Cottonwood.
6 Cars 4 4"x18" to 22" 1st & 2nds Cottonwood.
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3 Cars 6/4"x 6" & wider 1st & 2nds Cottonwood.
3 Cars 8/4"x 6" & wider 1st & 2nds Cottonwood.
2 Cars 3/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 1/2"x 6" & wider 1st & 2nds Plain White Oak.
3 Cars 5/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 3/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 5/4" Log Run Soft Maple.
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2 Cars 3/8"x 6" & wider 1st & 2nds Red Gum.
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3 Cars 5/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 3/4"x 6" & wider 1st & 2nds Red Gum.
7 Cars 4/4"x 6" & wider 1st & 2nds Red Gum.
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 6/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 3/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 5/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5 4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 3/8"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum.
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Review and Outlook

General Market Conditions

FROM REPUTABLE FINANCIAL SOURCES in New York comes the word that there is actually a discernible easing in the money situation at that pulse of the financial arterial system. This report does not seem to be substantiated as yet by any general developments, but it comes from such an authoritative source that it is distinctly worthy of mention. If it is an actual fact, it is unquestionably the most important development within the past couple of weeks.

The banks have been pretty severely criticised all over the country for the extreme tightness in the money situation, but there is room for doubt as to whether or not this criticism is entirely warranted. It is true that thousands of entirely legitimate and perfectly solid enterprises have been really embarrassed and inconvenienced by the arbitrary attitude of the banks, but on the other hand it must be remembered that were money as accessible as during more normal times, there would unquestionably be thousands of mushroom enterprises started; there would be expansion where expansion is not good business policy, and in general the entire likelihood of artificial inflation of business, which would quite possibly result disastrously for the whole commercial structure of the country.

If the above reported easing in financial circles is true, it is probably the result of a realization on the part of the controllers of the money situation that the rough edges have been worn off, and the country has started on a period of well-balanced plans of thinking and that in general business men are in a position to use money more intelligently and to better advantage for the country at large than when the composite business mind was thrown out of its normal plane by the calamitous happenings abroad.

Market advices from representative points during the past week establish two most pertinent facts. The first is that commercial bodies everywhere are putting forth their very best efforts—are utilizing their keenest intelligence and most thorough training for the purpose of outlining in an intelligent, scientific and business-like manner plans for taking full advantage of what opportunities are offered to this country in fields of export which have not as yet been exploited to any extent whatever. From everywhere come reports of meetings of commercial bodies for the definite and specific purpose of solving this problem as expeditiously as possible, but primarily in an intelligent and permanent manner, so that the trade which will be worked up will be established on a permanent basis and along lines which will to a degree mitigate the ill repute of the exporting business which our American business men have felt for so many years. With the thought of the entire commercial structure concentrated on these plans, it is simply a question of time when definite strides in the direction of increased foreign trade in new fields will be made, and judging from actual accomplishments up-to-date, this period of time will not be unduly long.

There have been especially gratifying reports of actual shipments of any number of American commodities, the orders for which can be filled only in this country. Of course it is to be considered that this business came naturally because this is the logical place now to secure such equipment as is used by the armies abroad and which the belligerent nations can not now manufacture. However, actual orders and actual shipments to date have aggregated a very substantial sum in dollars and cents.

As far as the export lumber business is concerned, it is true that the month of August showed a very alarming falling off as compared with the month of August, 1913, and that the month of September was even worse. But statements of leading exporters indicate beyond dispute that so far in October unofficial estimates establish the fact that the tide has already begun to turn, and that there are considerable quantities of forest products now going abroad. Of course, this trade is limited entirely to those of the warring nations who control shipments on the Atlantic ocean. However, the possibilities there are many and seemingly are increasing. It cannot be claimed, of course, that exports even approach normal volume, but at a time such as this when exporters look for nothing but absolute cessation of business, even a fair volume of business at fairly remunerative prices offers a gratifying tone to the situation.

The other point which our advices have demonstrated and have shown to be a fact, is that actual figures on building operations indicate the building situation in the country to be much more favorable than has been the case for some time. The last issue of HARDWOOD RECORD called attention to the probability of this development and it is very gratifying to be able to state that specific reports prove the entire truth of this surmise. There is, of course, only one meaning to this development, namely, that the demands for lumber will be augmented materially. Consumption will be kept up on a very fair plane, and the excuse for haphazard slashing of prices will be obviated.

The average lumberman has been looking for an absolute cessation of all orders and has waited with crossed fingers for the clap of doom. However, as each day goes by he may receive an order here and an order there, and he begins to see a little ray of optimism in the situation and to actually believe that dire calamity has not yet reached us, and that there is a real hope that it will be sidetracked in time to prevent disaster.

The tone of the lumber trade is difficult of analysis. It consists of strong mixtures of optimism and pessimism, but the proportion seems to be shifting in favor of the optimistic element. This seem-

ingly is rather a psychological development as the extreme downheartedness of a very fair proportion of lumbermen has resulted more from changed conditions than from actual hard times. They have found it difficult to accommodate themselves to different methods of purchasing. They have been used to going out and placing good sized orders at fair prices, and can not get used to the unsatisfactory small order. They have never been peddlers and find it difficult to adapt themselves to what might be described as the necessity for peddling their wares. However, it seems that this condition of mind is changing and that they are getting some measure of satisfaction from even a small sale of lumber. If the truth were generally known, the actual aggregates in a good many cases would count up to proportions which are not at all unsatisfactory, considering what the rest of the world is going through.

As to prices, unfortunately it must be admitted that lumber is not being sold for what it is worth. On the other hand, the sawmill man as a general thing is to be warmly commended for what is the almost general policy of holding stock for what he thinks is a fair market value wherever it is possible to do so. This point has been touched on heretofore, but it is increasingly apparent that this is the policy of the majority of the better class of sawmills in the North and South. That they are in a position to figure on this basis is an absolutely indisputable fact. Their stocks average only normal. The consumers' stocks are practically nil. Many mills are shut down and are now non-producers. Hence there is absolutely no reason for presuming there will be any country-wide accumulation of stocks. This argument in favor of fair prices is impossible of circumventing. It should be borne in mind by every manufacturer in dealing either with the consumer or with the wholesaler, and it should be borne in mind by every wholesaler.

One fortunate side of the financial tightness is the fact that it is preventing to a very large degree speculative lumber buying. Large wholesalers announce that they are doing practically no buying except where bargains are being forced upon them, but in a good many cases this same class of concerns would buy if they were able to secure sufficient money for speculative purposes. The tendency of this condition then is to keep down the bargain sales of lumber.

It is difficult to say much that is new in this report as conditions are shaping themselves slowly, but HARDWOOD RECORD firmly believes that the last two weeks have seen real accomplishments by the American business men as a whole, and that the country has made rapid progress in its effort in adapting itself to the changed conditions. HARDWOOD RECORD has not been able to see during this fortnight anything that can be argued as presaging the deeper submerging in the mire of business stagnation. Lumber prices are not good, it is true, but any changes which have been reported on actual sales, with of course here and there the usual exceptions, have been changes for the better.

It seemingly would not be a wise procedure to prophecy notable developments during the remainder of 1914, but HARDWOOD RECORD believes that when the next year is two or three months old, American lumbermen will have experienced to a gratifying extent the benefits of the tremendous advancement which American business will have felt. Between now and then is the time to make plans for taking full advantage of increased opportunities.

The Cover Picture

SHOWS A PERIOD OF LOW WATER in the Big Sandy. There is not much sand in sight within the area shown in the cover picture of this number of HARDWOOD RECORD, but, nevertheless, the name of the river is not misleading. The sand from which the stream is named occurs lower down the river's course; but the origin of some of it is apparent in the picture. It was washed from the faces of the cliffs or ground from the boulders in the channel. There is not enough current visible to do much grinding, but the photograph was taken in time of drought. When the floods come, there are plenty of power and material for grinding sand.

The Big Sandy river is the joint possession of three states, Virginia, West Virginia and Kentucky. It forms the boundary between the two latter states for many miles along its lower course. Its tributaries flow from the mountains, valleys, glens, ravines, caves and forests of the three states. It is a region wild and beautiful. Much of it is primeval forest, and it is peopled by mountaineers, many of whom live in much the same way as their ancestors before them. It is of interest that the first English-speaking army that ever set foot on the banks of the Ohio river marched one hundred and fifty-eight years ago down the identical defile shown in the picture. The marching was rough, but the moccasined, single-file Virginians, under their Scotch leader, General Andrew Lewis, got through. The descendants of those soldiers live in these mountains yet.

The Big Sandy region has long been famous for its timber. The picture does not show the best, because the faces of cliffs do not grow that kind; but it is found among the coves and fertile valleys farther back. Well-informed timbermen have said that the finest yellow poplar in America is found on the tributaries of the Big Sandy river. Enormous quantities have been taken out since lumber operations were commenced there half a century ago. Much has been floated down the streams in times of flood and has reached sawmills on the Ohio river. Artificial floods have been created by building splash dams, and log drives of spectacular proportions have been forced down the rocky channel. Without such assistance the logs would lie stranded for months at a stretch. During recent years railroads have penetrated the region, and the streams are less important than formerly as a means of log transportation.

Among the Delta Mills

SPECIFIC REPORTS from almost two hundred sawmills operating in the Delta states of the Mississippi river, which while on the face are rather startling, augur well for the immediate future of the hardwood business at least as far as that part of the country is concerned. Actual figures show that out of 189 letters received from such concerns, 126 are now shut down definitely, 21 are running on short time, and 28 on full time.

It can easily be seen from this that southern operators are planning to play safe under present conditions. The most important thought, however, comes from the contemplation of the future. With stocks at consuming points used up almost day by day, with about three-fourths of the mills in that section non-producing, it can readily be seen that there is no possibility of any great accumulation of hardwood lumber.

Of equal importance is the report on hardwood stocks now on hand in the same mills. Of those reporting, 47 stated that their stocks are over normal, 45 stated that they are about the same as usual, and 45 that they are less than usual. Considering that on an average the mills replying are of equal importance as far as production is concerned, it is definitely shown that the hardwood stocks in the delta country are at the present writing practically normal.

There is one idea suggested by this combination of circumstances which above all others should impress itself upon the sawmill men and the wholesaler. That is, with only a normal stock at the mills, with practically no stock to speak of at consuming points, with a fair amount of lumber actually moving, there can be no possible excuse for deliberately and voluntarily slashing prices, which would demoralize not only the wholesale and producing element, but the consuming element as well. There is not one consumer in a hundred who would not be far better satisfied to have lumber on a normal basis as far as selling price is concerned.

Here it seems is an excellent opportunity for establishing a fairly uniform market value for hardwood products, the value of which would be fair to the producer as well as to the consumer.

Action

FOLLOWING THE GENERAL OPENING OF HOSTILITIES among the warring nations, this country was flooded with a veritable tidal wave of suggestions and advice concerning the best method of procedure for securing to this country the fullest benefits which are justifiably due it as a result of the removal from the various world markets of competition of our commercial neighbors across the Atlantic. A good deal of this advice was general in character but was

more in the nature of effusions of a mock patriotic nature than of actual value to business men in solution of their new problems. On the other hand, there was a vast deal of information and innumerable suggestions which offered really helpful hints as indicating the proper procedure and legitimate courses to pursue in rounding up what may well be considered legitimately new trade abroad.

It has been generally admitted, however, that the only possible way of actually getting at the problem, after carefully reviewing and studying all phases in question, is to personally and exhaustively investigate the foreign markets at first hand.

Seemingly this condition has been fully realized by commercial bodies all over the country. HARDWOOD RECORD has been deeply gratified during the last few months to note the activity in this direction as reported by its correspondents in representative cities of industrial and commercial reputation in the North, East, South and West. Almost every news letter sent in for publication in this issue contained a report of a meeting of some commercial body, representative of the best business element of the representative cities, the purpose and plans of which meetings have been in each case to fully work out the possibilities of developing new business in heretofore uncultivated fields.

In every instance, also, the procedure has been entirely sane, the suggestions have been reasonable and the tone of the meetings definitely shows that American business men are going about the solution of this problem not in a haphazard, loose and unbusinesslike manner, but are taking the problem up logically and scientifically with the idea of establishing not a temporary trade, but one which will be continued for the years to come, because based on sound business principles and right dealing.

American business men have been in ill repute, and probably justifiably so, because of their lax method of handling foreign trade. They have not followed out their opportunities, that is, as a whole, in the careful, painstaking way which they require. They have not taken the trouble to adapt their methods to the methods in vogue in the countries in which they have attempted to do business. However, in the present instance they seem to have realized their past shortcomings, and if the plans now being mapped out are carried to completion along the lines which are being formulated, a new era will be developed in the relations of the American business man to the foreign consumer.

Pass It Along

Will you spend ten cents to help business? If so, read this and give us your co-operation.

We believe that fully ninety per cent of the present depression results from thinking war instead of thinking business. We believe not only that the removal of the chief stimulus to the thoughts of the war and its dire consequences will mean a tremendous forward stride for the business of this country, but also that it is entirely feasible to remove this cause of calamity talk and pessimistic thinking.

It is our unalterable conviction that the daily press of the country through everlastingly forcing the sordid details of the war upon the sensationally inclined American public, is keeping the war thoughts at a high pitch. While realizing the tremendous news value of war stories and so-called news, we believe the press of the country can be made to see the sound business sense and money profit for them in strangling the scare-head war headlines, relegating every stick of war news to the second and succeeding pages, making the outside of the paper, at least, look like a normal issue, thus restoring the American public to a condition approaching at least the normal, and preventing the hysteria of war talk.

If you will spend ten cents, what we want you to do is to select the names of three strong business acquaintances, not necessarily lumbermen; call in your stenographer now before you forget it, and dictate first a letter to the morning and evening paper you read, along the lines of the above suggestion, and then write to your friends making exactly the same proposition to them that we have made to you. Can you see what this will result in?

We have sent this as a letter to 200 lumbermen. If each man writes to three friends it will mean within a few days 600 letters, and each one of those three friends written to will write three more friends requesting them to follow the work right along. In a few days there will be an endless chain which will result in thousands of letters to the daily press, which would bring great pressure upon them to induce them to follow this course.

If you lend your assistance to this effort, the results of our letter will be multiplied a hundredfold. Are you with us?

HARDWOOD RECORD.

What One Month's Figures Show

THE STATISTICS OF IMPORTS AND EXPORTS for August of this year have been published and they show the effect of the war on trade between the United States and certain countries which are now at war, and between ourselves and others which are not directly involved. August was the first month of hostilities, and figures for the two months since then are not yet available, but the tendency of trade is indicated. In August, 1913, we exported articles to Austria aggregating in value $1,026,386, and during the same month this year not one dollar's worth went to that country. Our imports for August last year from Austria were worth $1,485,646, and this year $880,506.

Practically all of that was upon the way when the war began, and reached our ports later. The exports to Belgium for August last year were valued at $9,322,252, and this year they fell to $432,527.

Regarding our trade with Germany, the August export figures last year were $21,301,274; this year $68,737; Russia, last year $1,367,805 as exports; this year $76,680. The ports of Austria, Germany and most of those of Russia were blockaded immediately after the beginning of hostilities, which accounts for the almost total stopping of their foreign trade. Belgium was not cut off from the sea, but internal affairs were so serious that trade immediately stopped.

France and Great Britain have control of the seas at present, and it is interesting to note, from a trade standpoint, what that means in a crisis like that which the world is now passing through. In August last year France exported to the United States merchandise valued at $10,750,624, and this year to the value of $7,420,800. That was a decline of only one-fourth. Great Britain, including England, Ireland, and Scotland, sent us during August last year goods worth $38,355,184, and for the same month this year, $32,951,250, which is a falling off of only fourteen per cent. Great Britain's exports to this country declined in almost exactly the same ratio as its imports from us.

Denmark, Netherlands, Norway, Portugal, Spain, and Roumania shipped more products to this country in August this year than last, while Norway slightly increased its purchases from us, and Greece increased its nearly ten-fold. Great changes have occurred in the foreign trade of many countries which are not engaged in the war and are in little danger of being drawn in. Our imports from other countries of North America show substantial increase when August of this year is compared with the same month in 1913, but our exports to these countries have declined. The same state of affairs exists with regard to our trade with South America. We are buying more from them and are selling them less than a year ago. Our trade with Asia as a whole has declined in both imports and exports. With the islands of Oceanica it is still more apparent that we are not holding our own. Comparing August this year with that of last, we have bought twice as much from them and sold them only half as much. Such a balance of trade against us is not desirable. With Africa as a whole the situation is not encouraging from our standpoint. The balance of trade there is slightly in our favor, but it is not large. The fact may not be generally known, but so far as area may be taken as a measurement, Africa is at present more involved in the war than Europe. Ninety-five per cent of the continent is arrayed on one side or the other in the conflict. One-half of Asia, two-fifths of North America, and more than ninety-five per cent of Oceania are belligerents in the war.

Summing up our trade relations with the whole world, in a comparison of August this year with the same month in 1913, it is found that we have lost $7,883,663 in our import trade, and $77,539,780 in our export trade. For August 1913 the trade balance was $50,257,467 in our favor, for August this year it is $19,398,650 against us.

World Markets for American Lumber

BY HU MAXWELL

FIFTH ARTICLE

Editor's Note

The hundreds of islands, large and small, known collectively as the West Indies, offer exceptional advantages to the American lumberman who is desirous of increasing his foreign sales. That region is rich in articles raised for export, and is therefore able to buy liberally what it needs from abroad. It is fairly well supplied with hardwoods of its own, but not with softwoods. It is not a manufacturer of wood products. It sells its logs in the rough, and it buys furniture, farm implements, and vehicles. There lies the opening for American hardwoods. The softwoods of this country already have an opening which they are able to fill, and perhaps to enlarge. The field is free from rivals, and the only limit to the growth of our lumber trade in that direction is the desire and ability of the people of the West Indies to buy what we have to sell.

DURING more than four hundred years the West Indies have allured traders. In the first fifty years after the discovery by Columbus the Spaniards destroyed most of the native Indian population in an insane exploitation of the natural resources of the islands, chiefly the mines which were never very rich. Then followed the development of agriculture by slave labor brought from Africa, and incessant quarrels among European nations for possession of the best islands. The contestants were English, Spanish, French, and Dutch, and all but the Spanish retain possessions there. The United States has succeeded Spain in the ownership of Porto Rico. The West Indies still are divided among five foreign nations, including Denmark, while one independent nation, Cuba, holds nearly one-half of the total land area of the entire group of islands, and the two independent republics, Haiti and Santo Domingo, possess the island of Haiti.

West India trade has always been considered very valuable. England long counted her possessions there more profitable than all the colonies in what is now the United States and Canada. The islands bought enormous quantities of European manufactures and gave in exchange sugar, molasses, rum, dyes, and cabinet woods. The early history of that region was a record of long periods of trade rivalries between the different nations. It was not a peaceable competition in the markets, as is usually the case now; but there was public war, while piracy, buccaneering, and force of all kinds were used, without apology, to win trade from rivals. Cities were destroyed for scarcely any other reason than to put them out of business as trade rivals. Much of that ferocious work was done by English buccaneers, who were so nearly like pirates that the difference was hardly noticeable, except that they usually preyed on England's enemies, and enlarged their country's opportunities to secure business. A well-known English poet sized up the work done by the buccaneers in the following forceful lines:

"They diced with death. Their big sea-boots
Were greased with blood. They swept the seas
For England; and we reap the fruits
Of their heroic devilries.

"They laughed at odds for England's sake.
We count, yet cast our strength away.
One admiral with the soul of Drake
Would break the fleets of hell today."

Among the earliest commodities sent to the West Indies were lumber, staves, and other cooperage. The raw material for these was not to be had in Europe, consequently, the eastern coast of North America supplied them, and after the Revolutionary war most of that trade passed to the United States, and we have held it ever since. Figures are quoted below which give the state of our West India timber trade today, which is an inheritance from the past centuries.

Geography of the West Indies

The geography of the West Indies fits that region for commerce with the United States. The islands lie in three general groups south and southeast of our shores. The nearest are less than one hundred miles from the mainland, and the farthest less than two thousand. The total land area of the whole West Indies is about 100,000 square miles. There are more than 6,000 islands of all sizes, some of which are little more than rocks or sandbars, others large and fertile. They are scattered over an area of 1,200,000 square miles of water, consisting of parts of the Gulf of Mexico, the Caribbean sea, and the Atlantic ocean.

The principal divisions of the West Indies are the Bahamas, Greater Antilles, and Lesser Antilles. The Bahamas lie east and southeast of Florida, from seventy-five to five hundred miles distant. The group of islands is made up of twenty-nine of considerable size, 661 smaller, and 2,837 rocks and bars. The total area is 5,450 square miles, the population 53,735, of which 12,000 are white. The Bahamas belong to Great Britain, and are a portion of the area known as British West Indies. The formation is largely coral or the sand of pulverized coral. On some of the islands the negroes pry up the stone-crusted surface with crowbars and pound it to pieces with hammers to provide soil for cultivation. The most elevated island in the whole group in 400 feet high, and is a dune of sand piled up by the wind. This is on Cat island, where some suppose Columbus first landed.

There are practically no springs or running streams in the Bahamas. The people depend on rain water and wells. As a whole, the Bahamas are poor in soil and products. The seat of government is at New Providence, which was once a famous rendezvous of pirates. Nassau is now a fashionable resort, particularly in winter. During the American Civil war it was the headquarters for blockade runners, to and from Confederate ports. From 1861 to 1865 there were 397 ships entered there after running the blockade, and 688 left there to attempt to break through the blockade. Many never returned.

As far as can be learned there is only one sawmill among the Bahamas. It is on Andros island, and saws Cuban pine (*Pinus heterophylla*), the kind that predominates in south Florida. The trees are small and the lumber is nearly all consumed near where it is cut or among the neighboring islands. Yellow pine from the United States competes successfully with it, at the very mill that cuts it. There is a supply of timber, such as it is, for several years at the present rate of cutting.

Some mahogany grows in the Bahamas, but the best was cut about eighty years ago. When the mahogany cutters in the Bahamas had stripped those islands, they passed into Florida and so thoroughly depleted the mahogany there that little has been cut in Florida since.

The Greater Antilles consist of Cuba, Haiti, Porto Rico, Jamaica, and numerous smaller islands of the same group. The Lesser Antilles stretch in a crescent from Porto Rico to South America, the largest and southernmost island of the group being Trinidad. They belong to the Dutch, British, French, and Danish.

West Indian Woods

Only two West Indian woods are imported into the United States in considerable amounts, mahogany and Spanish cedar; but many others come in small quantities. However, the man who is contemplating the increase of his exports of lumber to the West Indies is not concerned so much with imports from that region into this country, as with the competition which his product must face when it reaches the markets on those islands. The people there will make use of what is at hand rather than buy imported lumber. For that reason it is proper to take account of some of the woods of the

West Indies which are in use there, and inquire whether they supply the people's wants or whether woods from the United States have a chance to gain in that market.

Probably as many kinds of trees grow in the West Indies as in the United States. There is great variety of hardwoods, but practically no softwoods, except two or three pines and cedars which are no match for similar trees of the United States. It may be stated, once for all, that so far as the people of the West Indies must have softwoods, like pine, fir, and spruce, they must be brought from other countries—which means the United States, though northern Europe may not be wholly out of the market. Softwoods have a foothold, and their chief problem consists in retaining what they have and increasing it.

It is far different with hardwoods sent from the United States to the West Indies. They meet numerous rivals, some of which are not forceful, but others are firmly entrenched in the markets and they will not be easily dislodged. The names of a few of these woods follow. The exporter of hardwoods to the West Indies will be apt to make the acquaintance of one or more of them in every market he enters, and the amount of business he will be able to do will depend upon his ability to crowd them out or to find buyers outside the native woods' list of users.

Ebony or gouí (*Tecoma serratifolia*) is abundant in Trinidad, and is of both green and gray varieties. It may be had in logs thirty feet long and two or three feet in diameter.

Princewood or eyp (*Cordia geracanthus*) is one of the best woods in Jamaica for turnery. It is likewise made into shingles, and is of the same weight as white oak.

Yokewood (*Catalpa longissima*) is nearly twice as heavy as black walnut but in appearance resembles it, and is sawed into boards.

Manchineel (*Hippomane manchinella*) looks like hard, maple and is of about the same weight. It is made into furniture. The juice of the green tree is poisonous.

Olivier (*Bucida buceras*) is said to solve the problem of the fireproof shingle. It is claimed that the wood will not blaze.

Angelin coco (*Andira stipulacea*) is sometimes known as partridge wood, useful for canes and umbrella handles.

Waterwood (*Chinarrhis cumosa*) is used for cabinet work in St. Vincent.

Jiqui Comun (*Burnelia nigra*) is one of the hardest woods in the world. When freshly cut it is of the color of rosewood, but turns black with age. It is used for railroad ties, piling, and posts.

Mahogany is too well known to need a description.

Spanish cedar (*Cedrelia odorata*) is employed for cigar boxes in this country, but for furniture and building in the West Indies, where logs are cut twenty-eight feet long and two in diameter. It is not a softwood, like the cedars of the United States, but has broad leaves, which look somewhat like those of black walnut.

Blue mahoe (*Hibiscus elatus*) looks like ash, and is made into carriages and boats.

Lignum-vitæ (*Guaiacum officinale*) weighs nearly twice as much as white oak, and is exceedingly hard.

Satinwood (*Xanthoxylum arum*) is found in the Bahamas.

Hackia (*Ixora ferrea*) weighs fifty-nine pounds per cubic foot, and grows in different parts of the West Indies. It is almost unbreakable, and is suitable for vehicles, canes, cogs, and fishing rods. It may be had in logs sixteen inches square and sixty-five feet long.

Bulletwood (*Mimusops globosa*) is a house-building wood, though nearly as hard as ebony.

West India boxwood (*Tabebuia pentaphylla*) is often called white cedar on its native islands, where logs are cut twelve inches in diameter. It is made into rulers and small handles.

Fiddlewood (*Citharexyllum melanocardium*) is used by carpenters and wheelwrights in the Barbados.

Santa maria or galaba (*Calophyllum calaba*) resembles Spanish cedar and in Trinidad is used for the same purposes.

Sabicu (*Acacia formosa*) resembles mahogany and in Cuba is employed in boat building. It is not suitable for structural timbers, because of concealed cross breaks which develop in the growing tree.

Lancewood (*Guatteria virgata*) is very desirable for fishing rods and vehicles.

Degame (*Calycophyllum candidissimum*) is a cabinet wood in Cuba.

Quiebra hacha (*Copaifera humenæfolia*) is very heavy, and boat builders make deck beams of it, and it is likewise made into frames for heavy machinery. Cuba railroads lay it for ties.

The foregoing are the principal commercial woods of the West Indies, but more than ten times as many are found in those islands.

Lumber Exports to West Indies

It is impracticable to give the lumber exports to the smaller West India islands separately, but with the more important islands, like Cuba, Haiti, Jamaica, and Trinidad, this can be done. Most of the smaller ones are reported by group according to ownership, as British, French, and Dutch. With this explanation, the following tables of exports of forest products annually from the United States to the West Indies will be understood.

WHITE PINE

Country	Feet	Value
Cuba	1,629,000	$ 68,853
Haiti	847,000	29,931
Santo Domingo	557,000	20,434
French West Indies	294,000	8,933
Trinidad and Tobasco	266,000	8,636
Jamaica	254,000	8,854
Dutch West Indies	185,000	6,315
Danish West Indies	130,000	4,099
Other British	32,000	1,115
Barbados	9,000	316
Total white pine	4,203,000	$157,486

LONGLEAF PINE

Most of the yellow pine which goes to the West Indies is longleaf, though others go also. The table which follows gives the exports of this pine to the West Indies in 1913:

Country	Feet	Value
Cuba	58,364,000	$1,011,660
Jamaica	11,348,000	228,126
Trinidad and Tobasco	5,650,000	119,010
Haiti	5,231,000	129,019
Santo Domingo	5,062,000	132,820
French West Indies	3,899,000	89,658
Other British	2,546,000	55,569
Danish West Indies	1,192,000	27,026
Barbados	1,046,000	22,172
Dutch West Indies	208,000	4,655
Total yellow pine	94,546,000	$1,819,715

SHORTLEAF PINE

Under this head is included the common shortleaf pine (*Pinus echinata*) and likewise some loblolly (*Pinus tæda*). The figures are shown below.

Country	Feet	Value
Cuba	547,000	$ 8,921
Santo Domingo	249,000	8,932
British West Indies	41,000	1,246
Haiti	41,000	1,586
Dutch West Indies	30,000	1,037
Trinidad and Tobasco	19,000	612
Danish West Indies	9,000	376
French West Indies	7,000	343
Total	943,000	$23,053

OTHER YELLOW PINE

In making shipments of yellow pine to the West Indies, the precise species is frequently not stated. In that case it is listed simply as yellow pine, and in statistics of exports it is called "other yellow pine," and the figures for 1913 follow.

Country	Feet	Value
Cuba	76,717,000	$1,455,620
Jamaica	2,389,000	51,292
Santo Domingo	1,193,000	33,057
Other British	1,039,000	21,146
Trinidad and Tobasco	529,000	10,580
French West Indies	354,000	6,965
Haiti	217,000	6,721
Barbados	74,000	1,493
Total	82,512,000	$1,586,874

SPRUCE

No spruce from the Pacific coast found its way to the West Indies in 1913; but it is probable that the opening of the Panama canal will bring the Sitka spruce of Washington into the West Indies markets. Most of that represented in the following table was the red spruce of West Virginia and northeastward, but doubtless there was some black spruce from Maine.

Country	Feet	Value
Santo Domingo	43,000	$1,313,000
French West Indies	29,000	895,000
Haiti	16,000	695,000
Dutch West Indies	10,000	447,000
Other British	6,000	110,000
Jamaica	1,000	35,000
Total	105,000	$3,465,000

HARDWOODS

Hardwoods make a poor showing in the exports from this country to the West Indies for the reason that those islands are well supplied with hardwoods of their own. The shipment of oak was almost neglible, although that wood is not found there in commercial quantities, other than live oak, the same species that grows in our southern states. It is of poor form for the sawmill. In 1913 Jamaica took 2,000 feet of our oak lumber at $77.50 a thousand, and Santo Domingo 1,000 feet at $60. Cuba bought 121,000 feet of yellow poplar for $10,775, and Jamaica 4,000 feet for $296. Cypress, which is botanically a softwood, though it is sometimes classed otherwise, was shipped to three of the islands last year. Cuba paid $4,165 for 143,000 feet, Santo Domingo $1,409 for 38,000 feet, and Jamaica $38 for 1,000 feet.

OTHER TIMBER

There is considerable export of round and square timber to the islands. Trinidad and Tobasco took 38,000 feet of round logs, Cuba 77,000 feet, and 13,000 feet of hewed timber went to Cuba, together with railway ties worth $175,546. The British possessions paid $2,611 for ties. Joists and scantling were shipped to the British islands to the value of $53, to Haiti $2,721, and to Cuba $4,391. Sawed timbers were shipped as follows to various parts of the West Indies:

Country	Feet	Value
Cuba	1,137,000	$21,158
Haiti	37,000	1,307
Trinidad and Tobasco	31,000	589
Jamaica	28,000	487
Danish West Indies	11,000	472
Dutch West Indies	3,000	128
Total	1,247,000	$24,141

ALL OTHER LUMBER

Exports to the West Indies of lumber which does not properly fall under any of the preceding classes are shown in the following table:

Country	Feet	Value
Jamaica	121,000	$ 4,219
Other British	96,000	1,915
Haiti	84,000	3,880
Santo Domingo	74,000	2,829
Dutch West Indies	54,000	2,148
Cuba	29,000	1,373
Trinidad and Tobasco	22,000	750
Total	480,000	$17,114

COOPERAGE AND BOXES.

Staves were one of the first commodities sent from the mainland of North America to the West Indies, and shipments continue. Molasses, sugar and rum were among the earliest products of these islands to seek world markets. The oak of the Atlantic coast from New England to Georgia, and later of the interior has supplied the barrels which have carried the products to market. The staves still go from the United States, and in recent years boxes have been added to carry fruit. Our exports of staves to the islands in 1913 are here shown:

Country	Value
French West Indies	$174,284
Jamaica	62,975
Trinidad and Tobasco	41,247
Cuba	29,342
Barbados	22,099
Other British	325
Total	$330,272

The export of barrel shooks for the same period is here given:

Country	Value
Barbados	$104,097
Trinidad and Tobasco	31,967
Jamaica	29,106
Dutch West Indies	27,575
Other British	16,049
Santo Domingo	1,450
Haiti	774
Total	$211,018

The value of box shooks for 1913 considerably exceeded the shooks for barrels. The exports are given below:

Country	Value
Cuba	$296,342
Jamaica	28,947
Santo Domingo	7,421
Danish West Indies	1,599
Barbados	842
Dutch West Indies	597
Haiti	213
Total	$335,961

FURNITURE

The people of the West Indies purchase much furniture from the United States, and also much from Europe. The total from this country exceeds in value a million dollars annually, as shown below:

Country	Value
Cuba	$ 926,587
Santo Domingo	41,837
Jamaica	29,929
Trinidad and Tobasco	10,339
French West Indies	10,046
Dutch West Indies	3,519
Barbados	3,317
Danish West Indies	2,777
Oils	9,617
	$1,037,968

MISCELLANEOUS

Large quantities of miscellaneous wood exports are shipped to the various islands of the West Indies from the United States. Some of the totals are shown in the following table:

Articles	Value
Agricultural implements	$157,215
Empty barrels	59,941
Doors	33,255
Shingles	30,719
Incubators	14,752
Woodenware	9,411
All other wood manufactures	533,889
Total	$839,182

PHYSICAL GEOGRAPHY

In few regions has physical geography greater influence on commerce than in the West Indies. In most respects these conditions are favorable but some are adverse. Ships can approach practically all of the hundreds of islands to load and unload merchandise, for which reason transportation is cheap. There are numerous commodious harbors where the largest ships may safely anchor.

During the season from July to October violent storms are liable to occur, which are frequently very destructive. They are known as "West Indian hurricanes." The origin of the name as well as of the storms is in that region. The Carib Indians who once lived there called this destructive storm "hurakan," and though we have changed the spelling the pronunciation remains the same. These storms are supposed to be caused in some way by the trade winds meeting the columns of heated air rising from the plains of South America. The hurricanes usually take a north or northwest course, and are not strangers to the coast of our southern states. The Carolinas are occasionally visited, and the partial destruction of Galveston is not forgotten.

The Gulf Stream is a remarkable phenomenon, which develops in the West Indies, under pressure of the trade winds which force vast volumes of water from the Atlantic ocean into the Caribbean sea and the Gulf of Mexico, whence it escapes northward in two enormous streams. The best known, but not the largest, of these streams passes through the Florida strait. It carries as much water as 300,000 Mississippi rivers. It is about fifty miles wide at the narrowest point and 2,700 feet deep. The water is warm. It is estimated to contain enough heat to keep constantly flowing a stream of molten iron as large as the Mississippi river. It is this heat that warms the British Isles and the northwestern countries of Europe.

FOUNDATIONS OF TRADE

The West Indies have a solid foundation for enormous trade. They have hundreds of millions of dollars' worth of products to sell yearly, and consequently are able to buy liberally. The United States is their most convenient and valuable market, and we can exchange our merchandise with them. Their products are extensive along certain lines, but are not greatly varied. Sugar, molasses, coffee, tobacco, and certain fruits constitute their farm products, which are wanted in this country. Many efforts have been made there during the past four hundred years to diversify the output of the farms; but nature seems to forbid. Horses become smaller with each generation; goats lose their vivacity and aggressiveness; the sheep's wool changes to hair; and even the determined effort once made to substitute camels for horses in Cuba failed because the camels were killed by jiggers which infested their feet.

The West Indian forests are everywhere deteriorating. Cut-over lands do not generally come on again with good timber, but with scrub and low plants. There are 3,350 flowering plants thus far listed in Cuba alone. A casual observer is apt to greatly overestimate the size of timber and its quantity. Take pine in Cuba and the Isle of Pines as an example. From a distance the stands resemble those of Louisiana, but on closer approach, the trees are found to be small and poor, often only twenty or thirty feet high, and fit only for fuel.

The island of Haiti, including the republics of Haiti and Santo Domingo, is popularly supposed to be richer in timber than any other part of the West Indies. That may be true; but an examination of books of travel describing that country, and reports on economic statistics, give the impression that the timber resources of Haiti are greatly overestimated in popular opinion. The famous mahogany palace of Sans Souci, near Milot, nine miles from Cap Haitien, was built between 1807 and 1825 by King Henry Christophe. It is now in ruins. The quantity of mahogany in that structure has been reported as almost unbelievable; yet, when the palace has been subjected to plain measurements, it is found that the Continental and Commercial Bank building in Chicago contains more mahogany than the Sans Souci palace ever contained.

The Lesser Antilles, extending in a curve from Porto Rico to South America, are more famous on account of their volcanoes, among which are Mt. Pelee and Soufrier, than for their forests or agricultural resources. The largest island of the group is Trinidad, and others of importance are Guadeloupe, Dominica, Martinique, and Barbados.

Jamaica, which is a corruption of the original Indian name "xaymaca," meaning "land of streams," is a good market for American lumber, though it has numerous kinds of woods among its mountain ranges. This island belongs to Great Britain, and has an area of 4,207 square miles and a population of 807,000, ninety-eight per cent of whom are negroes.

Those who desire detailed information concerning the resources and conditions of the various parts of the West Indies will be well repaid by reading the following works: "The West Indies," by Amos Kidder Fisk; "Cuba and Porto Rico, with Other Islands," by Robert T. Hill; "Porto Rico: Its Conditions and Possibilities," by William Dinwiddie. The various consular reports relating to this region, listed in the first article of this series, will give valuable information concerning particular markets.

The Lowly Buckeye

Isn't it about time a champion appeared for the lowly buckeye? One by one the other woods of the country are being taken up and exploited, but the buckeye is well-nigh friendless. There isn't a great deal of it, to be sure, and no one knows how much is cut or used. A glance at the census returns for 1912 shows some 14 million board feet consumed, but the actual amount is considerably in excess of that figure.

The reason is not far to seek. There is no demand for buckeye but there is for the sapwood of yellow poplar or tulip-tree. The simplest way, then, of disposing of buckeye is to sell it as "poplar saps." The fact that one hears no complaint is in itself evidence that the wood's merits cannot be so very much below that of the better known species it counterfeits.

Buckeye is not without merit. The wood is of practically the same weight as basswood and yellow poplar, is soft, very fine and even of texture and of a uniformly light color. It is difficult to split, the fine fibers being interwoven and often curly. The medullary rays are extremely fine and the pores are minute, not visible to the naked eye.

It is evident that buckeye is a wood without figure, except what is occasionally produced in a particularly wavy piece. This feature, combined with its low clearability, adapts it to the manufacture of high-grade boxes. It can be printed on very readily, takes stain well and thus lends itself to imitations of Spanish cedar, etc. The principal use for buckeye boxes, however, is for candy, especially chocolates. It also goes into trunk boxes and sample cases. There appears to be no good reason why its use should be so limited in this direction. It should make an acceptable substitute for basswood in many instances.

Buckeye finds some place in general construction, being used more or less for casing, ceiling, cornice, door frames, partitions, sash, siding and window frames. It is not durable in contact with the ground or when exposed to the weather.

Buckeye finds some use in slack cooperage for heading, a place which so many kinds of wood can fill to advantage. It is also used for veneer to some extent, especially for cores and for cross banding; also for veneer baskets. There ought to be a good demand for buckeye veneer in all sorts of ply work. Some buckeye is made into excelsior but the total thus employed is small.

There are three or four species of buckeye of tree size in the United States, but only two, the yellow buckeye and the Ohio buckeye, are of commercial importance. The woods are very similar in appearance and properties. The yellow buckeye is the most common, growing in mixture with other hardwoods on good soil. The states reporting the largest cut are Tennessee, West Virginia, North Carolina and Kentucky. It is not uncommon for lumbermen to pass it by in the woods, deeming it of too little value to bother with. In these days, when no wood is without its special merits, there should be little occasion to pass by as useless anything that is sound.

The states reporting the use of buckeye in their wood-using industries are:

Tennessee	2,840,000 feet B. M.
Kentucky	1,505,000 feet B. M.
Ohio	931,000 feet B. M.
Maryland	200,000 feet B. M.
Michigan	100,000 feet B. M.
Virginia	80,000 feet B. M.
New York	61,000 feet B. M.
North Carolina	10,000 feet B. M.

Buckeye is enough like cottonwood, basswood, tulip and willow to be adapted for many of the uses to which these woods are put, excepting where considerable strength is required. Such uses are: boxes and cases of all kinds, panels, drawer bottoms, clock cases, sugar and candy buckets, fish kits, spice kegs, honey sections and boxes, piano and organ keys, woodenware and novelties. It should also make good interior finish for enameling or painting. These are but a few of a hundred uses to which buckeye could be put to advantage. The fact that the wood is somewhat refractory in drying is no serious objection in these days of efficient drying apparatus and methods.

The Question of Veneer Presses

"If you were going to put in a panel department, what kind of press would you use?" was the question put to a group of men including a panel manufacturer, furniture manufacturer and a machinery man.

"A hydraulic or a hydrostatic press, of course," said the panel man.

"I would have a hydraulic and some hand presses, too," said the furniture manufacturer.

The machinery man looked as if he wanted to say something, started to, and then changed his mind and waited. By and by the inquirer turned to the machinery man and said:

"Well, come on, and tell us what you think about it."

"I think," said the machinery man, "that it depends a whole lot on what you intend to do and how you intend to do it."

"What has that to do with it?" inquired the panel man, "a press is a press, and where there is any quantity of gluing up to be done it is a waste of too much time and elbow grease to do it by hand, and when it comes to power presses I think the hydraulic press is the thing no matter what you want to do."

"Perhaps it is," the machinery man replied. "I know you get along with hydraulic presses and don't use any other kind, but just the same I recall that you let lots of work go by that you might do. I recall talking to you about special jobs in planing mill work and show window panels and you said you didn't want to bother with them because they call for special equipment and you wanted to reduce your equipment rather than add to it. Special panels of large size and of other shapes than flat call for the use of hand presses of various kinds, and if you had a room fitted up with hand presses you would find that there is lots of work, now passed by, you could take in and make something out of."

"Well," said the original inquirer, "can you tell me anything about what conditions of work or what circumstances make advisable the use of any one particular kind of press?"

"That is a pretty large order," said the machinery man, "but maybe I can give you some light on the subject of the press question.

"First you must take into consideration that there are three general divisions of presses used in the veneer business, the hand press in all its different forms, the power press driven with a belt on tight and loose pulleys or with clutches, which is simply a modification of the hand screw press with power applied. Then we have the hydraulic or hydrostatic press which uses a chamber and ram and the well-known principles of hydraulics to apply pressure. Usually with it the pressure comes from below, while in the belt driven power press the pressure comes from above and is downward on the press.

"As to selecting a press for different uses, several factors enter. One, of course, is the quantity of work to be done. Where the quantity is limited and the variety is wide hand presses naturally have the preference. They cost less and are easier to handle and can be spread out so as to take in more dimensions. For this reason planing millmen and practically all users of limited quantities of veneer stick pretty closely to the hand press in various forms. Others with somewhat larger quantities use both hand presses and the power driven presses which are simply a modification of the hand press with belt power attached. They can do a wide range of work with these and do it satisfactorily.

"Ordinarily one would argue that where there are large quantities of flat panels of practically uniform size to be made, the only proposition worth entertaining is that of using hydraulic presses. Yet in the face of all this, I know it to be a fact that a concern making enormous quantities of flat plain built-up work practically uniform in size uses nothing but hand presses. It has a perfect sea of these presses, an immense room like a big warehouse practically full of them with little runways between for putting in and taking out stock, and it keeps quite a crew of men busy screwing down and loosening up these presses.

"There, you might argue is a place where the hydraulic press or the power press should be doing the work, and it is a waste of time and elbow grease to be doing it with hand presses. It suggests the idea that these people may be big factors but they are behind the times. That, however, is not the case, for these people are very progressive. The truth is another factor enters, one that perhaps you folks have not given consideration to. They use a glue mixture that will set in a very short time, say from an hour and a half to three hours. Instead of using hydraulic or other power presses for squeezing the stock together, and then clamping it up in forms and running it to one side till the glue sets, they simply provide an abundance of hand presses, screw the stock down in the presses and let it stand there until it sets. They provide enough of these presses so that before they are all filled the first ones are ready to open up. Hence it becomes a sort of continuous process of putting in stock on one side and taking it out on the other, and by the use of these presses in this way they eliminate entirely the work of clamping the stock up in forms and trucking it to one side to stand while the glue sets.

"So you see there are many factors which enter into this, and glue is one of them. Incidently it should be mentioned that we are developing many new things in the glue line that cut some ice in the matter of presses. Some call for special hot presses, some for special shapes and forms that it is difficult to handle on any kind of a hydraulic or power proposition.

"Wherever there is work enough and it is practical to apply mechanical power it is generally advisable to do so. Whether that power should be hydraulic or applied to screw presses with a driving gear is a matter open to some debate.

"One of the strong points claimed for the hydraulic press is not merely that it is a powerful press and can be made to exert all the pressure required, but it is easy to attach a pressure gage to it so that the user may know positively just what pressure he is using. This is undoubtedly an important point, too, for positive knowledge of the amount of pressure used is a good thing.

"The makers of the screw power press, though, claim that the gage registry of a hydraulic press is not a register or a record of the pressure per square inch applied to the surface of stock in the press. It is not either, but it is practical to figure out from the pressure used the amount of pressure that is being applied per square inch of surface of the stock in the press. Even with this, though, there is some uncertainty. Leaving out entirely the matter of friction and the loss in transmission, there enters the question of thickness, of the amount of stuff that may be piled in a press at one time. Given material of the same dimension if one press full is built up of a thickness of six inches, while another has twice the quantity making up a thickness of twelve inches, there is certainly some difference. Just what difference or how the pressure distributes itself through varying thicknesses is a matter that it is a little difficult to determine satisfactorily.

"The question of pressure is one thing that we have very little definite information on. Every once in a while we hear of a piece of work being spoiled through excessive pressure causing a spreading of the core body or the mass of veneer and the opening of joints. Yet we find ourselves lacking in specific information when we undertake to investigate and analyze these. There is not enough positive record of pressure used; neither is there other definite information. Sometimes it may be the shape of the forms or cauls, and at other times it may be carelessness in matching and fitting up stock in the press that causes spreading, so we are left to guess at quite a lot of it.

"Some authorities claim that the only harm which can be done by extra pressure is the crushing of the wood—that until we get pressure enough to cause crushing of the wood there is no harm and no objection to high pressure. This point is probably open to debate. The writer has examined some veneer work that seemed to suffer from too much pressure. The pressure seems to have forced the glue out until the glue joint was starved and did not hold well. Moreover, some of the best glue work has been done with hand presses

and rather light pressure as compared to some of that used in hydraulic press work.

"So you see this question of what kind of presses to use is a complex one that is governed by many different factors. One thing, however, which is more important than the method of applying pressure in the modern presses, is the means provided for getting stuff into and out of the presses. If you are putting up work that must be clamped in forms and set aside while the glue hardens you will find that this putting in and taking out involves more time and work than that of putting on and taking off pressure, and in selecting presses this feature should be given serious attention. You can generally get the pressure on and off easier than you can get the material into and out of the presses. Study your material, what you intend to make, how much and how long it will have to stand aside, and try to get a combination that will lighten the work of handling as much as practical. Then you will probably find, if you are doing a wide range of work, that you will have use for both power and hand presses. The matter of choice between belt drives and hydraulic will depend some on personal preference, some on the first cost, and some upon the quantity of work to be done. The power driven screw presses cost much less in the beginning and fill a sort of general middle ground between the hand press and the massive hydraulic.

"But after paying due respects to the belt driven power press and the more expensive ponderous hydraulic, don't forget that the little old hand press always has been and always will be a big factor in the veneer trade." C. R. O.

Finish for Oak Floors

A flooring expert whose preferences are strongly on the side of oak, has compiled a table which, according to his ideas, shows the comparative beauty of floors of different materials. In this comparison marble is taken as the most beautiful floor, and is marked one hundred per cent in the scale. The other materials are rated in percentages as follows:

Oak	95
Cork tile	85
Tile, clay	85
Mosaic	85
Maple	80
Composition flooring	80
Terrazzo	80
Rubber tile	80
Linoleum	75
White pine	60
Portland cement concrete	45
Yellow pine	40
Slate	40
Face brick	40
Paving brick	30
Limestone	20

The appearance of nearly all floors depends on the finish, and this holds true of oak to as great extent as of any other. Architects recognize it. They know that the first impression when entering a house is generally produced by the appearance of the floor, because that is the first part seen. The finisher is instructed to put his best work on that part, and upon his success often depends much of the value of the house.

Finishing Oak Floors

Personal taste and artistic or decorative effects are the guide for the floor finisher. The clear grade of oak flooring should have a natural oak filler, the color of oak. The select and sap clear grades want a light golden oak filler, and after the floor is filled it should be gone over with a little burnt umber mixed with turpentine to darken light streaks. This will make the select and sap clear grades look like the clear grade except slightly darker in color. In filling the No. 1 common grade, a dark golden oak filler should be employed, and the light streaks darkened in the same manner as the select and sap clear grades. If a little care is used in laying this grade, splendid results can be obtained.

Treat the floor with a paste filler of desired tone, to fill up the pores and crevices. To thin the filler for application, one has a choice of using turpentine, benzine, wood alcohol, or gasoline to get the right consistency. When the gloss has left the filler, rub off with excelsior or cloth, rubbing against the grain of the wood. This will make a perfectly smooth and level surface. It keeps out dirt and forms a good foundation, which is the key note of successful treatment of floors. Allow the filler twelve hours to set or dry before applying a wax or varnish finish. Never use a liquid filler on any floor.

The Wax Finish

A wax or varnish finish can be used. The wax finish is preferred by many, due to economy and ease of renewing places that show the wear. The renewing can be easily applied by housekeeper or servant.

The best method for applying the wax is to take cheesecloth and double it to get a little more thickness; then make it into a sort of bag. Put a handful of wax inside of this and go over the floor thoroughly. You will find that you can work the wax through the meshes of the cheesecloth to give an even coating over the floor. This prevents too much wax in spots and wasting it. After the floor has been gone over with the wax and allowed to dry, say about twenty minutes, it is ready for polishing. Rub to a polish with a weighted floor brush, first across the grain of the wood, then with it. A clean, soft cloth can be used in place of the brush if desired. Then a piece of woolen felt or carpet should be placed under the brush to give the finishing gloss. After waiting an hour, a second coat of wax should be applied in the same way as the first and rubbed to a polish.

The Varnish Finish

This is usually more expensive than the wax finish, but it gives a very hard surface, yet at the same time it is elastic. Two or three coats should be applied after the application of the paste filler. Each coat should be thoroughly rubbed with oil and pumice. Any of the standard hardwood flooring varnishes is recommended.

Floor Oil Finish

When a high-class finish is not desired, a very economical one can be had by the use of a light flooring oil, that is made expressly for this purpose by many paint and varnish houses and oil makers. It serves as a filler as well as a finish and is strongly recommended for oak flooring in public institutions, office buildings and stores. This oil keeps the dust from rising and also preserves the floor.

Curing the Tardy Habit

Tardiness is a habit and like other habits it varies in the strength of the intensity and persistence among those who have it. Sometimes it is a habit very easy to break and at other times it is just about as easy to break an old toper from the whiskey habit. Time clocks have enabled manufacturers and millmen to put a check upon tardiness and to preserve a correct record, but even the time clock will not always cure tardiness.

This wouldn't matter so much were it not for the fact that often the tardiness of one or two men will hold up or seriously interfere with the operations of a plant. In the average sawmill, for example, it is important to have every man on the job at starting time and a good mill foreman will do one of two things—either he will cure the habit of tardiness or he will get rid of the man who persists in it.

The best general cure for tardiness is the presence of the mill foreman on the job before starting time every morning. With a foreman who is on the job regularly before starting time there will be little tardiness. There may be a few who will come late, even if they know the foreman is there to see them, but these few should be talked to seriously but kindly. Then if, after a fair effort of this kind, they can not shake off the habit there is only one thing to do, and that is, replace them with other men who can shake it off.

Compression Failures as Defects

By L. J. MARKWARDT, Assistant Engineer in Forest Products, Forest Products Laboratory, Madison, Wisconsin.

When too great a pressure is applied to struts or columns of wood in the direction of the grain, the fibers bend or buckle at the weakest point, resulting in a streak or wrinkle on the face of the material, which is an indication of a compression failure (see figure 1). The plane of compression failure usually makes an angle of about 60° with the grain. These injuries vary in size with the kind and condition of the material and of course increase with the magnitude and duration of the stress. While some failures are so pronounced as to be unmistakable, others are so minute that they can be detected only with great difficulty.

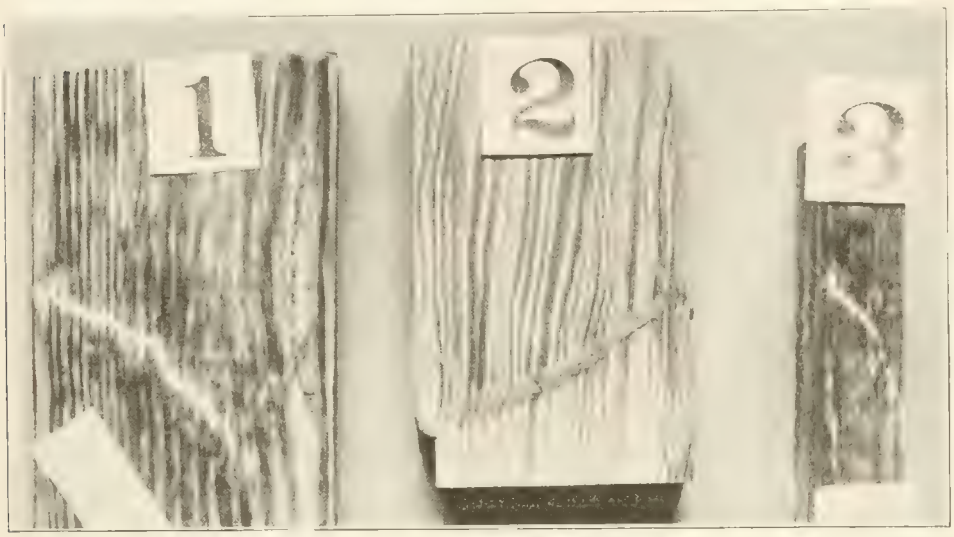


FIG. 1—YELLOW PINE. 1—PIECE OF FLOORING CONTAINING COMPRESSION FAILURE. 2 AND 3—COMPRESSION FAILURES FORMED BY TESTING MACHINE. NOTE SIMILARITY BETWEEN 1 AND 3.

When a beam is loaded the fibers in the upper half are in compression while those in the lower half are in tension. In consequence, failures similar to those found in props and columns are developed in the compression half of beams.

Compression injuries not readily apparent to the eye do not greatly impair the strength of wood when subjected to slowly applied loads, but the shock-resisting ability of wood of this character is seriously reduced, complete failure occurring very suddenly along the plane of injury.

Severe storms cause great stresses in trees, especially those which are in exposed positions. In this condition the windward side is in tension, while the leeward side is in compression. Since green wood subjected to bending usually fails first in compression, there are probably many cases where compression injuries result without further damage to the tree.

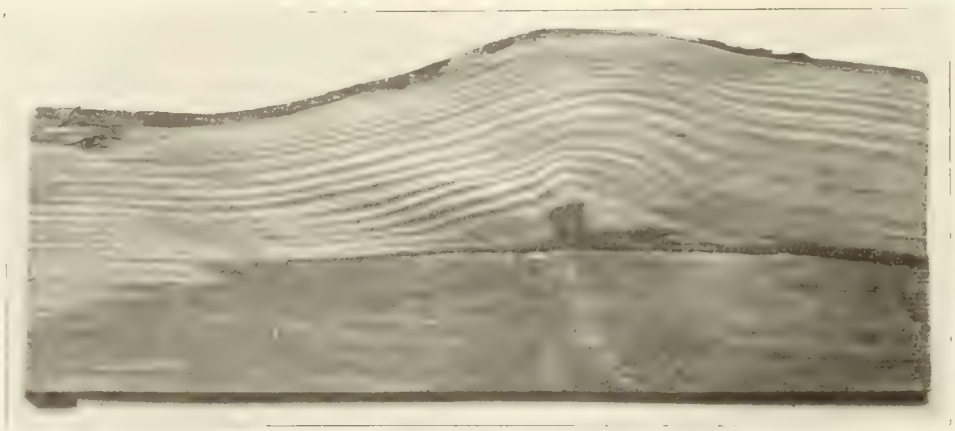


FIG. 2.—EXAMPLE OF COMPRESSION FAILURE FORMED IN LIVING TREE.

An example of a failure of this type is shown in figure 2. The injury apparently caused an abnormally rapid growth about the region of failure. Such ridges or bumps may be produced by numerous other causes, and, therefore, are not always indicative of compression failures.

The ends of the specimen shown in figure 2 were originally sawed even. The wood about the failure was evidently confined in the tree in a stressed condition, and when given freedom expanded in the direction of the grain beyond the uninjured material farther out in the tree. The position of failures on the north side of this and other trees from the same locality indicates that the damage was due to a storm from the South. A count of the annual rings, together with a knowledge of the time the material was cut, shows that in all probability this storm occurred about 1898.

Extreme carelessness and rough handling of logs also produce compression failures. Such practices as felling trees across logs, dropping logs from a considerable height or unloading from a car across a single skid should be avoided wherever possible. Compression failures produced in the process of logging will, of course, be most prominent at the circumference of the log and will dimin-

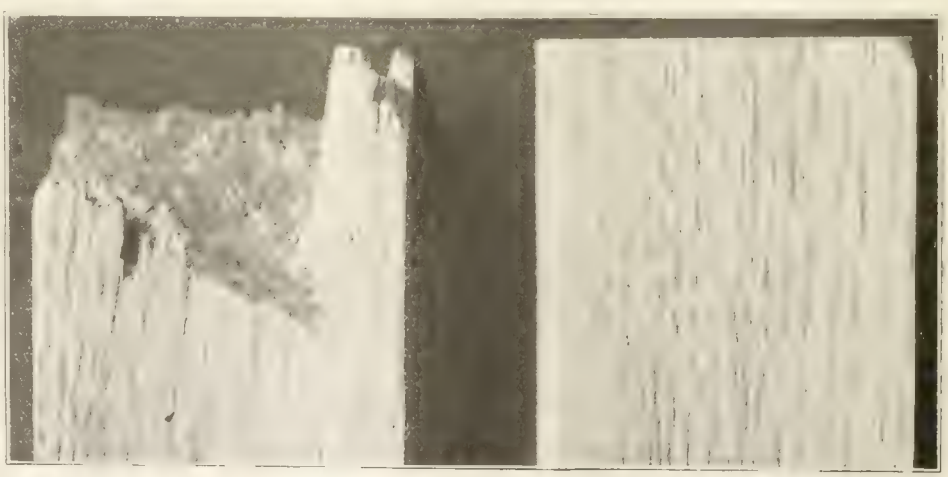


FIG. 4.—CHESTNUT (*CASTANEA DENTATA*). THE SECTION AT THE LEFT SHOWS A TYPICAL FAILURE IN CROSS-BENDING AT PLANE OF PREVIOUS COMPRESSION FAILURE. THE ONE AT THE RIGHT IS A PIECE FROM WHICH PHOTOMICOGRAPH (FIG. 3) WAS MADE, SHOWING DIFFICULTY OCCASIONALLY EXPERIENCED IN DETECTING FAILURE. THIS PIECE WAS TWO INCHES IN WIDTH

ish in magnitude toward the center or pith.

Figure 3 represents a photomicrograph of a compression failure which was evidently caused by improper handling. The injury is so slight, however, that in the specimen from which the enlargement was made (fig. 4—at right) no indication of the existence of compression failures would normally be observed by the unaided eye, and it was only through the sudden and otherwise typical failure in cross bending (fig. 4—at left) that this case was discovered.

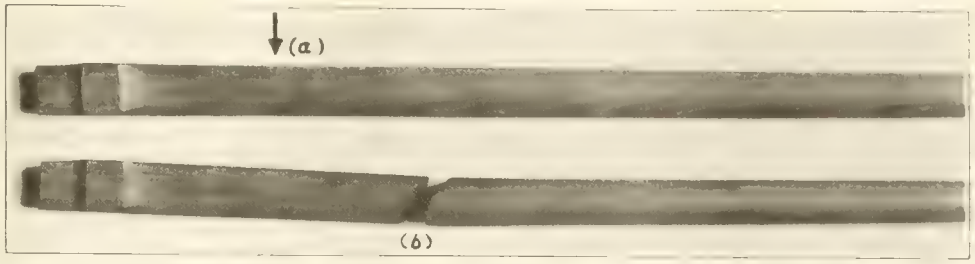


FIG. 5. A COMPRESSION FAILURE IN HICKORY BUGGY SPOKE. B TYPICAL BREAK OCCURING AT COMPRESSION FAILURE

Compression failures in various degrees of magnitude have been found in material from the outer portion of logs from several other species. "Brittleness," sometimes reported as occurring in mahogany veneer, may be due to severe bruises inflicted in bringing the material to the mill.

In certain industries wood is subjected to conditions or treatment which may result in compression failures during manufacture. In driving buggy spokes, for instance, the impact of the blows delivered after the spokes have reached a bearing is occasionally great enough to injure the material. Most failures found in hickory spokes can be attributed either to this cause or to rough handling of the logs. Figure 5—a— shows a buggy spoke containing a compression failure and b one which has later broken along the plane of a similar injury.

While the occurrence of compression failures is probably not very common, a special effort should be made to eliminate all material of this character where shock-resisting ability is of importance. A knowledge of these failures and their causes may prove of value in reducing the number of such injuries and in detecting injuries in places where they would be most serious.

The Lead Pencil Supply

Lead pencils are not coming from Germany and Austria now, and before long somebody will be trying to corner the article and raise the price. It has been found pretty difficult to obtain statistics on the lead pencil business, both domestic and foreign. The makers of pencils of paper instead of wood have persistently refused to tell their output. It is believed, however, that they do not cut any great figure in the pencil business. The total number of wooden pencils made or used in this country is not definitely known.

The wood used is principally red cedar from the southern states, but some incense cedar is beginning to reach market from California, while a number of other woods, including white pine and basswood, are employed in making cheap pencils. Some of the cedar is worked into finished pencils in this country, other is sent to Germany and Austria for manufacture. The foreign business is suspended. The wood can not go from America to those countries, nor can the finished pencils come back. European pencil makers have been drawing supplies of African cedar from the eastern equatorial regions of that country; but no wood from that quarter can now reach the Austrian and German pencil makers. They have no home woods that are suitable. The far-seeing Germans and Austrians took steps years ago to provide a home supply by planting large quantities of southern red cedar seed from Tennessee. The trees have grown at a satisfactory rate, but the wood has proved to be a keen disappointment to the pencil makers. It is not soft and brittle like the cedar of the South, but contains hard streaks and is tough. It is not available for pencils, except those of the cheap sorts, such as are made in the United States of pine and basswood. Red cedar and hickory are two valuable American woods which have not done well when planted in Europe.

FIG. 3. PHOTOMICROGRAPH OF COMPRESSION FAILURE FOUND IN PIECE TAKEN FROM OUTER PART OF CHESTNUT LOG. FAILURE CAUSED BY ROUGH HANDLING. (SEE ARTICLE ON OPPOSITE PAGE.)

There is no danger of a pencil famine in the United States on account of the cutting off of the foreign supply. There are some first rate pencil makers in this country. Supplies of certain familiar brands may fail, but no person need do without good pencils on account of the trouble on the other side of the sea.

Some of the best graphite mines are in foreign countries, and that supply will be interfered with. Graphite as well as wood is required in making lead pencils. Formerly graphite was obtained wholly by mining the mineral, which was originally a vein of coal, but has been pressed and heated during long geological periods of time. But native graphite has lost some of its importance since the discovery that a substitute can be made by passing electric currents through anthracite coal. Large quantities of this material are manufactured at Niagara Falls. Some of the best native graphite mines are in Austria.

The Lumbermen's Round Table

The Market Value of Lumber

A hardwood man who had a lot of plain oak on his yard recently said that he was holding it for a certain price, naming a figure which was several dollars above the market at that time.

"Surely you don't expect to be able to sell your lumber at a premium of over ten per cent," a friend suggested. "If you are going to do business, you must do it at the prevailing prices."

"It cost me so much to make it," the manufacturer replied, "that I can't afford to sell it for any less."

"Yes," returned his friend, "but would it cost you that much to replace it?"

And the lumberman had to admit that it wouldn't.

This raises a rather interesting question as to market values. In the first place, the distinction between market values and intrinsic values should be closely drawn. Of course, the market value ought to represent intrinsic value: that is, one should always be able to sell his product at a price that represents cost of material and labor, plus overhead, plus a profit. But it sometimes happens that this can not be done. Is the attitude of the man quoted above, who refused to sell unless he could get a price in line with intrinsic values, logical, or was he vainly endeavoring to maintain an artificial level of prices?

The cost of replacement seems to be the logical method of determining whether a given price is too low. If the lumberman can go out and buy the stock at a figure low enough to enable him to turn it over at a profit, the price would seem to be in line. In fact, some lumbermen accept business of that kind, and handle it without touching the higher-priced stock in their own yard, apparently appeasing their business consciences without losing the trade. It amounts to the same thing, however, and one would be justified in shipping out lumber that cost less than the selling price, provided it were possible to replace it at a sufficiently low price.

There is an interesting analogy in the leather manufacturing industry. The parallel is well drawn because there, as in lumber manufacturing, it takes several months to convert the raw material into the finished product. The tanner often buys high-priced hides, and six months later, when he goes to sell the leather, finds that the price of hides has dropped. He is forced to sell the leather at a lower price, but makes up for it frequently when he puts in low-priced hides and takes out leather that has become high-priced by the advancing hide market.

This happens in the case of lumber. The market changes while the stock is on sticks, and the lumberman must take the bitter with the sweet, selling at the low price and taking the loss if the market has gone against him, and taking advantage of the "unearned increment" of higher prices if it has moved the other way. There is no way to avoid this: the change is a condition and not a theory, and it is up to the lumberman to make the best of it.

The hardwood man, however, is sure to come out on top if he follows this plan constantly, because the general movement of values is upward.

The Value of a Veneer Stock

Veneer manufacturers have often questioned the wisdom of carrying big stocks, and have held that the business could be carried on to the greatest advantage by cutting up the logs and flitches just as the stock is needed. That may be true, as a general proposition; yet a certain large concern in the mahogany business, which has several hundred thousand feet of veneers on hand, finds itself in a particularly enviable position at present, by reason of having a well assorted stock of selected veneers, which can hardly be duplicated elsewhere, in view of the prevailing shortage of mahogany logs. There may be no moral in this, however; the concern may simply be lucky enough to have hit the situation right. You don't have a war like this every year, of course.

Why Not Get Together?

Lumbermen's clubs are numerous, both in the manufacturing and consuming districts; and in recent years the furniture manufacturers and other users of hardwoods have been seeing the benefits of getting together occasionally and exchanging ideas. The lumber club has a solid foundation in the practical benefits growing out of the trading which can naturally be indulged in, while the consumer's advantages are less direct, though they are there, just the same.

Now, while everybody realizes that it pays the members of each trade to join hands, it is seldom that anybody suggests that the lumbermen and the consumers meet each other. Yet there is no reason to doubt that this would help to clear up a great many questions that are constantly uppermost, and remove the doubts and fears of consumers on a considerable number of important topics. The consumer often thinks that the lumberman is a robber, and the lumberman reciprocates by occasionally referring to his friend, the consumer, as a thief. The terms are usually not deserved on either side, and grow out of the lack of understanding.

The lumberman needs the consumer, because he has to have orders to exist; and the consumer simply couldn't run his factory without the assistance of the lumberman. An occasional talking over of the troubles that are experienced at each end of the transaction would help to straighten them out, and would reduce the friction of carrying on the business for everybody.

The Value of Hardwood Flooring

That hardwood flooring not only adds to the value of a residence from the standpoint of intrinsic quality, but adds materially to its salability, is a fact with which members of the flooring trade are familiar. The public, however, is likely to overlook this fact unless it is brought to its attention in an effective way. Those who are building houses to sell often use less hardwood flooring than they should do, considering the great "talking-point" which is developed in this way.

There came to our notice recently the case of a $7,500 residence, the sale of which was almost spoiled because the builder had put hardwood floors in the dining-room and living-room only, and had failed to include this material in the five other rooms of the house. A prospect who liked the building flatly refused to consider it unless the remaining rooms were finished with hardwood floors, and this was finally done. It would have been much better to have put in these floors in the first place, as there is no telling how many people looked at the house and said, "Oh, no hardwood floors," and passed on.

The average person probably has an exaggerated idea of the cost of hardwood flooring. An average cost is probably eighteen cents a square foot. The ordinary room is not more than fifteen feet square, or two hundred and twenty-five square feet. That would make a cost of $30.50 for the room. In a six-room house, including all halls, the cost would be well under $200; and it is safe to say that a house so treated would be worth fully $500 more, from a real estate point of view, than one without floors of this kind.

On the other hand, hardwood floors are desirable from the standpoint of cleanliness and sanitation as well as because they add to the looks of a home and are considered "swell." Floors that are cleaned often—constantly compared with those covered with carpets—certainly do not harbor germs; and the housewife who can run an oiled mop over the surface of her floors and clean them thoroughly knows that the labor of taking care of them, compared with cheaper floors, is trifling.

The hardwood floor manufacturers and contractors ought to emphasize these points, instead of merely competing for the business already in the market. One result would probably be business from people who are not now being solicited, and who would want to improve their homes by putting in hardwood floors.

An Indiana firm is reported to have received an order for five cars of walnut and oak lumber for immediate shipment to London, England.

Effect of Locality on Growth

Much difference of opinion exists as to the effect of the locality upon the quality of the wood grown there. Some manufacturers claim that southern grown hardwoods are not so strong as the northern grown and object to the use of the wood in exacting positions. Others claim that woods produced in the South are not so hard and do not wear so well as those grown in the North. A manufacturer of shuttles not long ago was inquiring about the supply of dogwood and persimmon in Arkansas, but stated that he feared it would not be hard enough for his use even if found in sufficient quantities.

About twenty-five years ago a representative committee of the Carriage Builders' Association publicly declared that this important industry could not depend upon the supplies of southern timber as the oak grown in the South lacked the necessary qualities demanded in carriage construction. This statement reached the ear of Dr. Fernow, chief of the Division of Forestry at that time, and he had some experiments made to refute the charge, which he characterized as "little better than a guess, and doubly unwarranted since it condemned an enormous amount of material, and one produced under a great variety of conditions and by at least a dozen species of trees, involving, therefore, a complexity of problems difficult enough for the careful investigator, and entirely beyond the few unsystematic observations of the members of the committee on a flying trip through one of the greatest timber regions of the world."

A number of samples were at once collected (part of them supplied by the Carriage Builders' committee) and the fallacy of the broad statement mentioned was fully demonstrated by a short series of tests and a more extensive study into structure and weight of these materials. From these tests it appeared that pieces of white oak from Arkansas excelled well-selected pieces from Connecticut both in stiffness and endwise compression, the two most important forms of resistance.

One of the moot questions among hickory men even now is in reference to the relative value of northern and southern hickory. The impression seems to prevail that southern hickory is more porous and brittle than the wood from the North. The Forest Service made a lot of tests on selected woods from different parts of the country and these indicated that southern hickory is as tough and strong as northern hickory of the same age. But the southern hickory has a greater tendency to be shaky and this results in much waste. The difference is not due to geographic location but to the character of the timber being cut. Nearly all of that from southern river bottoms and from the Cumberland mountains is from large, old-growth trees while that from the North is from younger trees grown under more favorable conditions. It is due simply to the greater age of the southern trees that hickory from that region is lighter and more brash than from the North.

That in wood of similar character the advantage is not always to the northern grown hickory is shown by the figures of strength. Big shellbark from Ohio had a modulus of rupture of 9,880 pounds per square inch while Mississippi shellbark had a modulus of rupture of 11,110 pounds. Pignut hickory from the South was of the same strength as that of the North. Shagbark hickory from Mississippi was followed closely by the West Virginia product, and both of them were better in strength and toughness than similar material from Ohio and Pennsylvania.

Experiments on oak show interesting results. Red oak from Arkansas exceeded red oak from Indiana but was itself distanced in some respects by a Louisiana product. White oak from Arkansas and Louisiana were about a tie but were excelled by the Indiana material. Yellow oak from Wisconsin appears to be weaker than that from Arkansas. These figures of course must not be taken as conclusively demonstrating the superiority of the wood of one region over that of another for wood is subject to such individual variations that as much difference may be found in two trees on the same tract as between those grown a thousand miles apart. They do indicate very strongly that there is no sound basis for discrimination against southern hardwoods merely because they are grown in the South.

When one stops to think of it the hardest woods of all grow in the South. Lignum-vitae, quebracho (ax-breaker), black ironwood, and a formidable list of others are tropical or sub-tropical. In fact one often thinks of the tropical countries as producing only hardwoods since these are the ones commonly found on the market for cabinet purposes. Yet such is not the case, for the lightest woods in the world grow there also. The lightest wood in the United States is the corkwood found in Florida and the lower Mississippi valley. Balsa wood of the West Indies and South America is the lightest wood in the world, being lighter than true cork. On the other hand, live oak, famous for ship-building, one of the most exacting uses to which wood could be subjected, is a southern wood. All of which merely goes to prove that generalizations regarding the effect of geographic location of the quality of wood are very subject to error.

A point of greater importance is the effect of the immediate locality on the quality of the timber grown there. While it might appear that the best timber would be grown on the best soil, such is not always the case. In some regions there are many small, stunted hickories which users will not touch. They have narrow sap, are likely to be bird-pecked and show very slow growth. Yet five of these trees from a steep dry slope in West Virginia had an average strength fully equal to that of the pignut from the better situation, and were superior in toughness. The trees had twice as many rings per inch (grew twice as slowly) as others from the better situations. This, however, is not very significant, as trees of the same species, age and size, growing side by side under the same conditions of soil and situation, show great variation in their technical value. It is hard to account for this difference but it seems that trees growing in wet or moist situations are rather inferior to those grown on fresher soil. It is claimed too that ash grown in the lowlands is inferior to that produced on the upland.

From experiments on conifers the old Division of Forestry of the United States Department of Agriculture came to the following conclusions: "In both the Cuban and the longleaf pine the locality of growth appears to have but little influence on weight and strength, and there is no reason to believe that the longleaf pine from one state is better than that from any other, since such variations as are claimed can be found on any 40-acre lot of timber in any state. But with loblolly and still more with shortleaf this seems not to be the case. Being widely distributed over many localities different in soil and climate, the growth of the shortleaf pine seems materially influenced by location. The wood from the southern coast and gulf region and even Arkansas is generally heavier than the wood from localities farther north. Very light and very fine-grained is seldom met with in the southern limit of the range, while it is almost the rule in Missouri, where forms resembling the Norway pine are by no means rare. The loblolly, occupying both wet and dry soils, varies accordingly.

"It is clear that all localities have their heavy and their light timber so they all share in strong and weak, hard and soft material, and the difference in quality of material is evidently far more a matter of individual variation than of soil or climate." S. J. R.

The boosters of iron and concrete in building construction as a safety from destruction by fire have yet to demonstrate its absolute superiority over heavy timber in this capacity. A striking illustration of the inability of iron and concrete buildings to withstand severe fires is found in the result of the fire which destroyed the large new Philadelphia & Reading railroad pier at Catherine street wharf, Philadelphia, on October 14. The pier was of the most modern concrete and iron construction type, and although not entirely completed was in use and fairly well stocked with freight. The fire was a fierce one and the large iron girders, unable to withstand the excessive heat, evidently caused the whole structure to collapse. The loss is estimated at from $200,000 to $250,000.

Pertinent Legal Findings

Personal Names as Trade-Mark

Although a manufacturer or dealer can not acquire a valid trade-mark consisting of his family name, so as to preclude any other person of the same name from using it in the same line of business, the law will protect exclusive use of such a name where it has been so long used to denote a certain concern's product that a fraud would be perpetrated upon the public by permitting a competitor to adopt the same name, thus creating confusion in the minds of purchasers as to the origin of particular goods. In such a case, the courts will require the newcomer in the field to so qualify use of the personal name as to avoid such confusion. This relief is not granted on the theory of infringement of a trade-mark, but on the ground of unfair competition. (United States Circuit Court of Appeals, Seventh Circuit; Chickering vs. Chickering & Sons; 215 Federal Reporter 490.)

Valid Regulation of Payment of Wages

The United States supreme court lately sustained the validity of the law in force in Virginia which prohibits a manufacturer from issuing orders to employes in payment of wages unless the same are redeemable in cash. (Keokee Consolidated Coal & Coke Company vs. Taylor, 34 Supreme Court Reporter 856.)

Validity of Oral Agreements

The law commonly known as the Statute of Frauds, which declares that an agreement not to be performed within a year shall not be enforceable unless evidenced in a writing signed by the person to be bound thereby, does not invalidate a contract for the cutting of timber from a tract of land, no time for completion of the work being named, if the work may be completed within one year, although the contractor may have contemplated a longer time when the agreement was entered into. (McClanahan vs. Otto-Marmet Coal & Mining Company, 82 Southeastern Reporter 752.)

Rights of Shippers of Lumber

Plaintiff shipped quantities of dressed and rough lumber from Savannah to New York by vessel, part of which was delivered, the remainder being held by the steamship company under a claimed lien to cover the excess of the freight charges, as claimed by it, above the amount which plaintiff admitted to be due. Plaintiff thereupon bought lumber in the open market to make up the quantity withheld by the steamship company and sued for the value thereof. In affirming judgment in plaintiff's favor, the United States circuit court of appeals, in the case of Vanderbilt vs. Ocean Steamship Company, 215 Federal Reporter 886, decided that plaintiff was entitled to the benefit of a general custom prevailing in the lumber trade to allow shippers a ten per cent deduction for wastage resulting from the dressing of rough lumber. It was therefore held that the steamship company, in refusing to allow this deduction, and in withholding delivery, after proper charges were tendered, became guilty of a conversion of the lumber, and that plaintiff was thereupon entitled to do what he did—purchase lumber in the open market to cover that withheld, and hold the company for the cost thereof. The court said: "The act of a carrier in failing to deliver without lawful excuse goods intrusted to his care constitutes both a breach of contract and also a conversion; and where property has been wrongfully converted to the use of another, the measure of damages has been usually held to be the value of the property at the time of the conversion together with interest from the date of the detention."

Recognizing the general rule of law that the terms of a written contract cannot be contradicted by a party to such contract, the court said in this case that so far as a bill of lading evidences definite terms it cannot be varied by oral testimony showing an agreement to the contrary. But the opinion states that the recital as to the quantity of freight received under the bill of lading is not conclusive upon either party. That is, the carrier can show that it did not actually receive the quantity stated in the bill, or the shipper can show that more was received than recited. Thus it was decided that a bill of lading covering lumber may be contradicted as to the quantity received for transportation, although the receipt specified that the shipment was "said to contain 26,304 superficial feet, more or less," especially since there were other recitals to the effect that the weight was unknown and was "subject to correction."

Claims Against Bankrupt Concerns

When a lumber column manufacturing company became bankrupt it had on hands a number of columns which had been made for plaintiff for a third party in payment for lumber delivered by plaintiff to the third party, and in turn delivered to the bankrupt company, Held, that since at the time the company became bankrupt there was nothing to show that title to the columns had passed out of the company, plaintiff was not entitled to claim them in the hands of the trustee in bankruptcy. (United States District Court, District of Connecticut; In re Colonial Mill & Lumber Company; 215 Federal Reporter 640.)

Advertising Competing Products

After a patent expired on a revolving door, a new manufacturer of the same kind of a door became entitled to use in its advertisements a cross-section illustration of the door, although the same illustration was previously used by the patentee, in the absence of any showing that any distinctive features not descriptive of the door was imitated. Nor is the new manufacturer guilty of unfair competition in adopting the phrase "always closed" previously used in the patentee's advertisements, since that is merely descriptive of all doors of that type. (United States Circuit Court of Appeals, Seventh Circuit; Van Kannel Revolving Door Company vs. American Revolving Door Company; 215 Federal Reporter 582.)

"Pom" Immortalized

Just what constitutes the great immortalization—the appearance of one's name in our widely read columns or the receipt of a personal cablegram from the Kaiser of all Germany—is difficult to determine. Perhaps there is room for more or less prejudice on our part, as we are rather inclined to believe that greater distinction can come from the former than from the latter favor.

However, in order to be entirely impartial, we are presenting the fac-simile cut (see opposite page) illustrating a recent cablegram received by L. J. Pomeroy direct from his imperial majesty, thus enabling "Pom's" friends to have a fair chance of making their own estimates as to the relative importance of these achievements.

"Pom" was rather inclined to be in doubt himself and hence turned over this cable to HARDWOOD RECORD in order that there might be no possibility of his being denied either glory. Having the cablegram and having long had his eyes on the coveted news pages, he seized this opportunity of getting himself in print, and HARDWOOD RECORD is quite willing to humor him to the extent of announcing his distinction in this manner.

Retailers Getting Busy

Manufacturers who are adding American black walnut to their lines have been greatly interested to note the way in which retailers are taking hold of the proposition. The furniture dealers all over the country are appreciating the strong selling points connected with black walnut, which has sentimental associations and a splendid history back of it, while the character and quality of the wood, and the rich and elegant appearance of furniture and other goods which are made of it make it popular even with those who have not been cherishing beautiful pieces of furniture handed down by earlier generations.

"The effect of the advertising of the retailers," said a well-known walnut man recently, "will undoubtedly be stimulating, as the general public will be brought closely in contact with the proposition, and the mouth-to-mouth advertising which walnut will get as the result of the sale of furniture at retail and the work which the furniture merchants do in the newspapers and on their own floors, will make it much easier from now on to keep walnut moving. It is already apparent that a record-breaking number of manufacturers of furniture will include walnut in their lines at the January shows."

From the German Viewpoint

Editor's Note

The communication which follows was sent to HARDWOOD RECORD on October 1, by the firm of M. & H. Wuesthoff, lumber and log importers, Duesseldorf, Germany. It gives the German view of the causes of the present unfortunate war, and its progress up to the date of the letter. In addition to those matters, it contains information concerning the business conditions in Germany which will be read with much interest by lumbermen and other business men in this country:

Duesseldorf, Germany, Oct. 1. As told in the German Whitebook it has been proven already that the war was brought about by the mobilization of the Russian army on the German frontier. Only after Russia declined to stop this proceeding, the order for the mobilization of the German armies was issued. At the same time war was declared with France and Russia. As our diplomats knew that Belgium had a secret treaty with France and England to join those powers in an eventual war with Germany, a part of the German armies was ordered to invade France from the north side by the way of Belgium. This was done only after an ultimatum had been sent to the Belgium government. Later on during the war it turned out, that French and even English troops had joined the Belgian forces two to three weeks before the war was declared, thus showing that the allies were fully determined to overpower Germany by surprising it in the midst of peace. The documents of proof regarding this matter will be made public in due time. Only on account of their thoroughly worked-out organization, the German armies were ready much sooner than those of the allies and therefore were in condition to take the offensive.

Already in the first three weeks after the beginning of the war it was shown that the German artillery was far superior and that no fortress ever so strong could withstand the bombardment of the new heavy 16½" siege guns. While the German forces in the southern Alsace confined themselves to protecting the borders, the other German forces marched through Belgium and northern France, defeating the allied troops everywhere, occupying entire Belgium with the exception of Antwerp and Ostend and marching close to Paris. At the present moment a decisive battle is raging between Verdun, Reims and Paris, and according to the latest reports the allies have been compelled into a defensive position and the German forces have every possibility to win this battle.

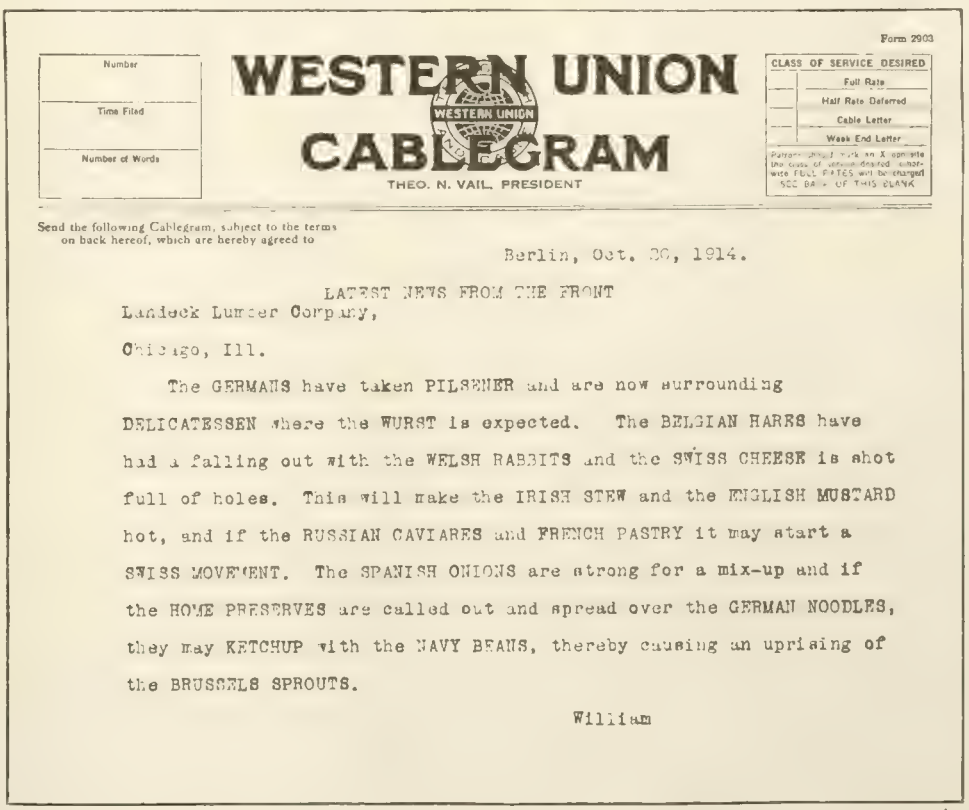
Since September 24 the bombardment of Antwerp has begun, and there is no doubt whatever that we can expect its surrender any day, especially since this city is overcrowded with fugitives who are apt to cause trouble. Entire Belgium is now under German administration. The destruction of Louvain was simply caused by noncombatants trying to shoot the Germans from hiding places. The Belgian citizens have in the whole caused the war to become very cruel because they tried to kill the Germans, even the wounded, wherever they could. The French people, however, have known that the Germans do not hurt anybody who keeps within the restriction of the law and, therefore, hardly any trouble has been encountered on the French soil.

The last days, a big uproar has been created by shooting and partly destroying of the cathedral at Reims. The German general staff issues now a statement to the effect that the French mounted machine guns on the top of the cathedral and also placed part of their artillery behind this building. For this reason the German artillery was compelled to bombard the cathedral, but as is shown now, the principal and most valuable part of it is still unharmed.

In the East the German army evacuated a part of East Prussia, thus causing the Russians to invade this territory. This was done for good reasons as it was the object of the general staff to squeeze in the Russians between the Nasurian swamps. The result is known now. At Tannenberg the Russians lost over 100,000 prisoners, and more than 150,000 Russians were killed, or drowned in the swamps. Another part of the Russian army a few days later was fully defeated near Lyck and lost more than 30,000 prisoners and about 20,000 dead and wounded. Altogether the Germans have now made 400,000 prisoners and have taken more than 2,000 field guns.

A few days ago, one German submarine succeeded in sinking three English cruisers with a total tonnage of 37,000 tons. Up till today the Germans have destroyed approximately 80,000 tons of the English war fleet, besides sinking a large number of English merchant ships. When the time comes the German armies will invade England and after the stupendous success which has been with the German armies up to now there is no doubt that England will get her penalty for trying to betray us.

Now to the economical situation: From the Americans who in the meantime have returned from Germany to your country, you will have heard that the war caused no internal disturbances in Germany whatever. On the contrary there was never more order and safety. All different political parties, including the socialist democrats joined hands and all parties voted unanimously for the big war loan of 5,000 million marks. The first 1,000 million were issued the other day, but on this part of the loan more than 4,500 million marks were subscribed for. This shows that the German finances were in an excellent state. All our banks have plenty of money. There have been no failures whatever, and the course of the German state bonds has risen considerably since the beginning of the war. Many



Form 2903

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WESTERN UNION

WESTERN UNION

CABLEGRAM

THEO. N. VAIL, PRESIDENT

CLASS OF SERVICE DESIRED

Full Rate

Half Rate Deferred

Cable Letter

Week End Letter

Patrons should mark an X opposite the class of service desired otherwise FULL RATES will be charged SEE BACK OF THIS BLANK

Send the following Cablegram, subject to the terms on back hereof, which are hereby agreed to

Berlin, Oct. 30, 1914.

LATEST NEWS FROM THE FRONT

Landeck Lumber Company,

Chicago, Ill.

The GERMANS have taken PILSENER and are now surrounding DELICATESSEN where the WURST is expected. The BELGIAN HARES have had a falling out with the WELSH RABBITS and the SWISS CHEESE is shot full of holes. This will make the IRISH STEW and the ENGLISH MUSTARD hot, and if the RUSSIAN CAVIARES and FRENCH PASTRY it may start a SWISS MOVE'MENT. The SPANISH ONIONS are strong for a mix-up and if the HOME PRESERVES are called out and spread over the GERMAN NOODLES, they may KETCHUP with the NAVY BEANS, thereby causing an uprising of the BRUSSELS SPROUTS.

William

of our socialist leaders have entered the army as volunteers, and you might have heard of the deplorable death of the most famous Dr. Frank on the battlefield. All socialists have proven that they stand in full force behind the emperor who is now loved more by his people than ever before, because he has shown that he wanted peace, but was compelled to enter the war. It will be proven that all our adversaries have conspired against Germany more than ten years.

Nature itself is with us, as there never before has been such a splendid crop, and we now have food stuff products here in our country to last us more than eighteen months without being compelled to import a single bushel. Also, our cattle are in fine shape and we get plenty of other products from Holland and other neutral states. The prices of meat have gone down from ten to thirty per cent since the beginning of the war, also the prices on eggs and butter which clearly shows that there are ample supplies. Our big factories and steel works are all running although with diminished forces. We have now fast trains running through the entire empire on their regular schedule. There is no sign of the war within the boundaries of Germany now, with the exception of the wounded soldiers who pass through enroute to the hospitals, and the large number of prisoners who are now employed cultivating the soil.

We do not need to import ammunition; on the contrary we can supply the whole world with this product. In fact, our factories have supplied previously our adversaries with a great number of guns, rifles, etc. It is the general opinion that Germany can stand this situation longer than any of her adversaries, as we have now occupied large foreign territories viz: entire Belgium, northern part of France and part of the Baltic provinces of Russia. This gives us all the supply of lumber, corn, etc., we possibly might want. The German industry is not dependent so much on the export business, while on the other hand the outer world is much interested in our products, for instance, the chemical products, dyes, etc. Many industries in the United States, England, Italy, etc., have come to a standstill on account of their not being able to get the chemical products from Germany. Both France and England are now in a very bad financial state. France has tried in vain to place a loan in America and England, while Germany has shown itself able to obtain all the money it needs within its own boundaries. In spite of the war loan etc., money can be borrowed here at the rate of three and one-half to four per cent.

We might add that the Austrians have succeeded in crushing Servia, while near Lemberg, on the Russian frontier, the Russians have been beaten twice. One part of the Austrian army had to fight against a far superior force and there the battle has come to a standstill. This army is reinforced now. Altogether we all know that we must win and therefore we will win, and all reports saying that the general opinion is not bent upon this purpose and that we have weakened are utterly false.

Why Smith Stays on the Road

For some time there has been a suspicion, which has been crystallized in occasional complaints, that too many lumber salesmen are on the road. Now it is the buyer who complains, because too much of his valuable time is taken up by the knights of the grip; and then the manufacturer or wholesaler, looking over the expense accounts of his salesmen, and figuring selling costs on a footage basis, begins to scratch his bald spot and wonder whether, after all, it pays to contribute so largely to the revenues of the railroads and the hotels of the country.

There are some concerns, especially in the hardwood business, which have no selling organizations to speak of. Most of their production is disposed of by mail, and they are among those who believe that salesmen are "lingering superfluous" on the business stage, and could be dispensed with just as well as not, if everybody had a mind to take this step. And yet the salseman is still here.

As a matter of fact, the lumber salesman is a good deal like the retail yard man: he represents an expense, but it is an expense that can't be avoided. The hardwood people who try to sell all their lumber to the factories direct, without the interposition of salesmen, come to the end of their rope in a good many cases, just as do those who try to run a mail order lumber business which doesn't take the yard man in the retail centers into account. There has got to be a middleman—in the case of factory business the salesman, and in the case of building stock, the retailer.

The necessity of having salesmen to look after the business of consuming manufacturers is being effectively demonstrated just at present, when there is a lull in business caused by the new conditions brought into being by the European war. The houses with salesmen on the road are getting some business; not as much as usual, to be sure, but still some; while those who have no road men are on starvation rations, and are finding that the mail is very slim and scanty, and that orders are as scarce as the proverbial hen's teeth.

All of which goes to show that the salesman can do things which can't be accomplished in any other way.

Take the typical case of the furniture manufacturer who is wondering whether he is going to be able to move the finished goods he has piled up in his warehouse, and whether the retailers are going to cancel the orders they gave him before the war broke out. His frame of mind is unfavorable to anybody who has goods to sell. He is uncertain, moody, uncomfortable mentally and perhaps physically, because, when one feels out of joint with the world, digestion fails to wait on appetite. The mental outlook has a good deal to do with the flow of the gastric juices, and the man who is not on good terms with his stomach is a hard nut for the salesman to crack.

Assume that this consumer gets a letter or two or three from hardwood concerns, all wanting to sell him the best lumber in the country at the lowest prices ever quoted on such unusually high-grade stock. Of course, he sits down and starts a letter to each of them, stating briefly, but succinctly, "You may ship me at once," etc. Yes, he does, *not*. As a matter of fact, the chances are that the letters go into the waste-basket, along with the circular from the bond house which he used to patronize occasionally, and the form letter from the glue concern which has a new blend to offer at three cents a pound less than it is worth. He is simply on the bear side of the market—and he is likely to stay there until somebody turns the war clouds inside out and shows him that they possess, really and truly, silver linings.

But just then there is a cheerful voice in the outer office, and the bookkeeper pokes his head in and says, "Mr. Smith of the Bungtown Lumber Company wants to see you."

Now Smith is an old friend. He has been dropping around and selling cars of the Bungtown company's hardwood lumber for a good many years, and the kicks have been no more numerous or severe on his lumber than on that coming from elsewhere, so, other things being equal, the furniture man would just as soon give Smith an order as the next man. Now, of course, he would no more buy hardwood lumber than he would fly; but there is no reason why he shouldn't pass the time of day with Smith.

In comes Smith.

There is a smile on his face, and the smoke from a panatela is wreathing his head like an aureole. As they shake hands and he sits down, his hand mechanically goes to his upper left hand vest pocket, and another panatela comes forth, which the lumber buyer as mechanically takes, dehorns and lights. (All this goes into the expense account, and thence into the overhead expense charge; but why should the buyer worry? Answer: he doesn't.)

Smith doesn't immediately get out his order book and ask his friend the furniture man to present him with his autograph; which, by the way, is the action which has been required of him by the sales letters which have just been dumped by the office boy. He is too

good a salesman for that; and, by looking at his man he can tell without asking that he is feeling blue and is not going to admit that he needs any lumber.

"Just came from Springfield, where I saw the Wolf Furniture Company," he begins. "They are certainly doing business over there. They've put on some new lines this year that are taking mighty well, and they are beginning to feel that Kaiser Bill can't put a crimp in their trade this fall."

"Uh-huh," replies the furniture man, refusing to bite, though the Wolf Lumber Company is his dearest business enemy, and the house whose exhibit he always tries to "skin" at the shows.

"Yes," continues Smith, declining to be discouraged, "they told me that the dealers in the corn belt are falling over themselves getting in line for number Twenty-seven, that new colonial writing-table of theirs—"

"Quit your kidding, Smith," interrupts the furniture man. "Those people won't be able to sell that table. It looks like a cross between an old-fashioned spinet and a typewriter desk. Why, we've got a table that beats theirs all hollow, and I'd like to bet some real money that we have more orders for our number forty-three than they'll handle on that colonial misfit all season."

Smith nods in agreement as though to say, "No doubt, no doubt." Then he continues, without permitting the discussion to even begin to look like an argument. "They're pretty well stocked up, as I noticed in going through the warehouse, but they are beginning to ship some carload lots to the West and say that they haven't any surplus to go on."

"Oh, the West is in good shape all right," conceded the furniture man. "Our Seattle branch has already reported that they will be able to sell twenty-five carloads more than they did last season, unless something happens."

"Gad, I'm glad to hear it," exclaims Smith. "Charley Williams is out there for you now, isn't he? How's Charley?"

"Getting along all right. He's been making good for us on the coast, and I think in another year or two we'll have to give him the job of general sales manager and call him back home."

By this time the furniture man has quit thinking about the dark side of the situation, and is realizing that business is looking pretty good, after all. And, of course, with Smith, who knows the furniture business thoroughly, there is no use of putting up a calamity howl just to keep from buying any lumber; if he needed any, though, Smith would get his share.

"Let's see," the lumberman breaks in. "The last lot of No. 1 common plain oak you got was delivered here at $35, wasn't it?"

"Ye-es, I believe it was," says the buyer.

"Well, this little flurry in the lumber business, which is going to be over in thirty days, judging from the way general business is picking up, has caused our office to put plain oak on the list at a price which will enable me to deliver it to you here at $33, inspection guaranteed. I haven't been pushing that particularly, because, personally, I think the price is low. In my opinion, conditions are going to be so much better this fall, when our manufacturers get the benefit of the reduction on imported goods, that lumber and all other raw materials are going to go 'way up. Doesn't $33 look good to you?"

"Yes, it would, if I needed any lumber," replies the furniture man. "But the fact is—"

"The fact is," smiles Smith, pulling his coup de grâce, "you haven't more than three weeks' supply ahead. I was talking to Bill, the superintendent, as I came in, and he says the way you're cutting up stock now you'll have to buy before long."

"Why, you rascal," laughs the furniture manufacturer, forgetting to be angry at this exposure of his situation, "what do you mean by corrupting my employes? I guess I'll have to take a couple of cars, if that's the case. But don't think I'd take it from you unless the price was right."

"Of course not," says Smith, letting his customer sign on the dotted line. "But my prices, to you, are always right."

And that's how Smith manages to keep the Bungtown Lumber Company on the map when business is dull.

Commercial Uses of Sabicu

Sabicu (*Pithecolobium arboreum* L. Urb.) is a West Indian tree of the pea family (*Leguminoscæ*), the wood of which possesses considerable merit as a mahogany substitute. Thus far very little effort has been made to give it a thorough trial in the United States. It is reported that in 1904 about twenty-five carloads of this wood were used by one concern in this country, and since then small consignments were shipped from Cuba to the New York market and sold as a furniture wood. Sabicu was first introduced into the London and Liverpool markets in 1878, when 167 tons were consumed, largely for the manufacture of shuttles and bobbins for cotton mills. A year later 101 tons were used in England, largely for shuttles, but it soon became too expensive and is now imported into the United States and England in a small way, chiefly for making furniture. The wood is now highly esteemed by a good many furniture and cabinet makers.

The tree is a native of all the islands of the West Indies, but it is most abundant in Cuba, where it is confined chiefly to the valleys, canyons and moister slopes. It occurs also in Trinidad and along the east coast of Central America and southern Mexico. There are no records which show that this tree has been exploited except in Cuba, and only for local use in Jamaica and Porto Rico. It is said to be very abundant in the interior of Haiti and Santo Domingo, where the forests are virgin and sabicu is available in considerable quantities.

Sabicu is closely related to the famous saman or Peruvian rain tree (*Pithecolobium saman* (Jacq.) Benth.), so common throughout tropical America. The sabicu here referred to must not be confused with jiqua (*Lysiloma sabicu* Benth.), which is also known as sabicu in the West Indies. The latter is more commonly called Bahama sabicu, but is botanically related to the Cuban sabicu, which develops into a much larger tree and the wood of which can be procured in greater abundance. It is said to be almost as common as the Spanish cedar. The Cuban sabicu is a very fast-growing tree and often attains the height of 150 feet and a diameter of over six feet. Similar to the wide-spreading saman tree the sabicu has a very branchy, open crown and a comparatively short bole, so that even the largest trees yield only between 2,000 and 3,000 board feet of lumber.

The wood of sabicu closely resembles the true mahogany in grain and quality, but it is somewhat harder and is of a reddish color. It is perhaps slightly coarser-grained than mahogany and exhibits more pronounced annual rings of growth, owing to the single row of pores that are developed during the early part of the growing season. It is often very beautifully figured and in this condition is sometimes preferred to mahogany for special purposes. It is hard, heavy (about forty-three pounds per cubic foot), strong, rather tough and dark chestnut-brown, tinged with red. Sabicu is susceptible of a high polish, very durable when exposed to alternations of air and water and is usually free from shakes. It seasons slowly but does not check in the process.

Sabicu is used extensively for building purposes and general carpentry work. Since the wood is durable it is employed for boat and house construction in Cuba and Jamaica. Its great strength renders it a good wood for use by the wheelwright, especially for the hubs of wheels. Hub billets, 10 to 18 inches in diameter and three feet long, sell for from $3 to $4 apiece. The wood is used both locally and abroad for making furniture and selected material sells for from $50 to $200 per thousand board feet in the Havana markets. In England it is used for shuttles and bobbins for use in cotton mills.

The better wood engravings are made almost exclusively of boxwood, and the large blocks are made of small pieces glued together. The engraving is done across the end of the grain. Japanese wood prints, on the other hand, are made on lengthwise sections of cherry wood parallel to the grain.

Throughout the national forests the rangers are posting the roads with permanent guide signs which tell distances and directions, especially at forks and cross-roads. The signs are usually put up in the winter when other work tends to be light. On some forests the rangers go on snowshoes, dragging loaded sleds, and nail the sign-boards to the roadside trees.

War Orders for United States

Our export business has greatly increased along several lines on account of the war. In September, 1913, we exported wheat to the amount of 11,956,800 bushels, and during September just past the exports rose to 25,765,047 bushels. Beef likewise shows a large increase when the shipments to foreign countries in September, 1913, are compared with this year's exports. The former totaled 633,289 pounds, the latter 6,984,184 pounds, more than a ten-fold increase.

It is known that many large orders for various articles are coming from the belligerent nations, but some of these are kept as secret as possible, and it is difficult to find out the exact sizes of the orders or their destinations.

A late issue of *Dun's Review* says that business has been done by textile manufacturers on goods that will eventually find their way to the countries that are at war. A much heavier movement is looked for as many firm orders have been submitted and are now being figured on. At least 750,000 wool blankets for soldiers' use have been bought and more are being sought. Sales of 600,000 cotton towels have been made. About 36,000 dozen sheets, 72x90, have been bought or contracted for. Four New York state underwear mills have engaged to deliver about 600,000 garments in the next sixty days and as many more as they can make in the time limit fixed. Orders are being completed for the purchase of 500,000 pairs of wool hosiery to be shipped at the earliest possible date. Considerable quantities of duck have been bought, but there are several large orders for khaki and army duck pending, and which will probably be closed in the next few days. Converters of cotton and cotton goods who make hospital supplies have received large orders and mills are at work on various lines of absorbent cottons and bandage cloths.

There are reports of orders for automobiles and power trucks which, if not greatly exaggerated, will keep some of the largest factories in this country busy for sometime. It is said that the French government has bought 1,000 motor trucks from a Michigan manufacturer, and Russia has also placed large orders for trucks.

High Prices For Copper

Twenty cents a pound has been paid for copper in Germany to an American producer. It is understood that the metal was booked through a large selling agency for the account of a mining company.

This high price, coming almost simultaneously with the establishment of the lowest domestic quotation in more than a decade, has brought about the widest margin ever recorded between the foreign and domestic prices for copper metal.

Practically all of the copper in warehouses in Holland, aside from that shipped back to England, has been sent on to Germany for government use.

Modern warfare makes enormous demands on copper, for cartridges, electric wiring, and other purposes. This metal is contraband, but the warring nations will make great efforts to procure it.

Barbed Wire Entanglements

Entanglements of barbed wire in front of entrenchments and other fortifications are an essential in modern warfare, and many stories have been told of the use of this material in the present war, and the armies evidently intend to continue. Pittsburgh advices of October 9 said Russia and Austria within the previous two days had placed orders there for 75,000 reels of barbed wire. These orders were divided between the Pittsburgh Steel Company at Monessen and the American Steel and Wire Company. Within the previous ten days orders for more than half a million reels of barbed wire had been received by plants in Pennsylvania from countries now engaged in the European war.

Preparing For Winter

The Reznor Stove Company of Mercer, Pa., has booked an order for 50,000 sheet metal tent stoves to be used by French and British soldiers during the winter campaign. These stoves are conical in form, light in weight and built for hard usage. They will burn either coal or wood. They are to be built in "take down" style and when stowed away will occupy little space.

Negotiations between the Reznor Company and representatives of the French government have been under way for some time. According to officials of the company orders for more than 200,000 of these stoves have been given out, or will be given out within the next ten days.

The Dunn Woolen Company, at Martinsburg, W. Va., has closed a contract with the British government for 2,000,000 woolen blankets for use in the British army. The order was obtained through agents, who said that quick delivery would be one of the prime factors in receiving other big orders for the firm.

The first shipment was started October 9. According to officials of the woolen company, it will take six months, working day and night shifts, to complete the order, which is one of the largest ever given in this country. It was also said that similar contracts with other European governments are being negotiated.

Counting the orders already received or practically completed in underwear and sweater coats, it is certain that at least ten different mills in New York state alone are working on army orders.

In the past few days substantial sales of army duck and other kinds of lightweight duck available for war purposes have been made by leading factors in the trade, shipments to be made at once from stock held in New York. It is stated that fully $300,000 worth of duck has been bought within a short time, principally from three or four factors, and all for immediate shipment.

Other Materials

It is reported that more than 200,000 cavalry saddles have been purchased in the United States, and thousands of horses have been bought and are to be shipped through Canada or by way of New Orleans. Orders for 5,000 tons of bituminous coal a month, for delivery in British Guiana, in South America, have gone to Pittsburgh parties.

These orders, and many others which have doubtless been placed, or will be placed in this country, will reflect on all business. The $20,000,000 a day which the warring nations are spending cannot fail to stimulate American business.

Some Fruits of Frugality

They perhaps call it frugality—this habit on the part of lumber consumers of buying in limited quantities and waiting until they need something to give an order for it. They effect a saving in capital investment in the stock of lumber carried on hand ahead of needs. However, once in a while it bears other fruits than this—fruits which may be classed under the general term of disappointment. With the closing down for a while of many of the mills which serve the hardwood trade it is nothing unusual to find one of these hand-to-mouth city customers who want something in a hurry that the mill is not able to supply. With the mill in operation it has been practical by a little extra trouble to cut to order just whatever dimensions might be wanted, but with the mills down some buyers are meeting with enough disappointment to realize that there are advantages in buying quantities of stock and carrying it ahead of needs. There are other advantages than having it when it is wanted quickly. Stock bought in quantities ahead of needs can generally be bought at somewhat closer prices and in the buying and handling of quantities, enough economy can be effected to justify the investment and the yard space and the handling. Thrift and frugality are good things, but it is possible to get too much of even a good thing, and the best of things when carried to extremes develop objectionable qualities. If there ever were a time when the chances looked good for investing in stocks of lumber and carrying quantities ahead of the needs that time is right now. There may be excuse for frugal buying when prices are extremely high and the supply is limited, but where quantities are easily available and prices low, the part of wisdom would seem to be that of buying at least a quantity ahead of needs as would guard against delays in work and disappointments when seeking something special on short notice.

Seeking the Largest Trees

Foresters of the United States are interested in the announcement recently made by the American Genetic Association that two prizes of $100 each have been offered for two photographs—one of the largest tree of a nut-bearing variety in the United States, and one of the largest broad-leaf tree which does not bear edible seeds. In the first class, for example, are included trees such as chestnut, oak, walnut, butternut, and pecan; and in the second, trees such as elm, birch, maple, cottonwood, and tulip poplar. No photographs of cone-bearing trees are wanted, since it is definitely known that the California bigtrees have no rivals among conifers. At a later time the association may take up the same question as between the various kinds of conifers,—as pines, spruces, firs, cedars, and cypresses.

The purpose of the competition, as stated by the association, is to find out in what regions the native trees attain their largest growth, and under what conditions they thrive best. When those large trees are located in the measurements authenticated, the association hopes that it may be possible to secure seeds, cuttings, or grafting wood from thrifty trees in the region where they grow, to see whether finer specimens may be propagated in other parts of the country. It is hoped in this manner to get some particularly choice strains of native trees established in regions where good specimens are not now found.

As much information as possible should be furnished about the tree in question, and exact identification is particularly necessary. The measurements of the tree must be given in detail. In making them the only method which may be followed is to take the circumference of the trunk at five feet from the ground. It is desirable that the full height of the tree and spread of branches, as well as the girth, should be stated; if they cannot be measured exactly, they should be estimated. Photographs should, when possible, contain some object, such as a human figure, or a horse and buggy, which will aid in giving a realization of the size of the tree. It is necessary that the one photograph should include the whole tree.

With each photograph, a statement should be submitted telling all that is known about the tree, with reference to its age, its fertility, the quality of the nuts (if it bears nuts), the character of the soil and surrounding vegetation. It is particularly necessary that photographers should state whether there are many other very large trees of the same species in the neighborhood—within a radius, say, of five miles. If the tree is on private land and likely to be destroyed, the fact should be mentioned. If there are any historical or literary associations connected with it, these should also be mentioned. It will be helpful if photographers can tell to what extent the tree is subject to attacks by disease or insects.

The Influence of Heredity

It is assumed by the association that seed from the region where the largest trees grow ought to produce larger and stronger trees than from regions where only small trees are found. By finding out where the large trees are and then, planting seeds from them in other locations, the association hopes to demonstrate the practical value to horticulture and forestry of the laws of heredity. Now that reforestation is becoming a pressing problem, the question of seed trees which will produce good offspring is coming to the fore.

Other influences, of course, will have a bearing on the subject, and the results of the investigation may help to settle the question as to whether trees can be acclimatized. Even if they can not be, there may be cases where trees in a new environment may make better growth than the best in their native range. This is said to be true of certain of the Australian eucalypts and of the Monterey pine, which does not amount to much in its native location in California, but has proved of great value in New Zealand.

The Forest Service has conducted some studies along this line and has discovered, for example, that the Douglas fir of the Rocky Mountains and the Douglas fir of the Pacific coast, while the same species, have different characteristics and will produce trees like the parent stock, modified somewhat, however, by environment. For example, if the two forms are planted together, during the earlier period of life at least the Pacific coast form will make a larger and stronger growth than the Rocky Mountain tree, provided it is not affected by adverse local conditions.

Several other questions, such as the climatic requirements of trees grown in different localities, will, of course, enter into the final solution of the problem. It has been found in Germany, for example, that the Pacific coast form of Douglas fir is not so hardy as the Rocky Mountain form, which has to endure in its native habitat severe extremes of temperature, and German foresters have been working to discover a strain of Douglas fir which will combine, as far as possible, the hardiness of the Rocky Mountain form and the large size of the Pacific coast form.

Trees are Fastidious

Some authorities go so far as to say that even the ingenuity and perseverance of man are unable to induce trees to change their habits far enough to adopt a country not closely like their native habitat.

This fastidiousness in the habits of trees has its good and its bad sides, they say. It absolutely limits the forester's choice of trees to grow in a given region. But, on the other hand, there is practical certainty of results. If beech or spruce thrives where the average warmth and moisture of the growing season from year to year ranges between certain degrees, then wherever else the same average is found, in the northern hemisphere at least, the forester may plant beech or spruce, whether or not they are already there, with confidence that they will flourish.

The announced purpose of the American Genetic Association is to bring about the dissemination of seed or stock of the best specimens, when found, to demonstrate, if possible, the value of heredity in tree growing. The contest for the $100 photographs is announced to end on July 1, 1915, on which date the offer will terminate.

BUSY DAYS FOR UNCLE

Meeting of Michigan Lumbermen

The regular quarterly meeting of the Michigan Hardwood Manufacturers' Association, which was held at the Pontchartrain hotel, Detroit, Mich., on Thursday, October 22, was distinguished chiefly by its brevity and by the excellent report of the market conditions committee as read by the chairman, W. C. Hull.

The meeting opened with the usual roll call and reading of minutes, following which J. C. Knox read his report, here given:

Secretary's Report

It might not be out of place at the beginning of this report to state that late figures from the federal government place Michigan as twelfth in the production of lumber, our state having been displaced from tenth place a year ago by Virginia and West Virginia. It might also be well to inform the members that the production by the members of the association this year is an increase over a year ago by a considerable extent.

Our report today is about as complete a set of figures on hardwoods and hemlock as is possible to compile, for on October 1, 1914, we had the figures or a report from every member of our association. We are glad to see so many manufacturers here today, for we know by their presence that they are interested in their own success as well as in the success of the association.

In considering the stocks of hardwoods and hemlock on hand October 1, we wish to impress upon your mind the fact that from all indications the manufacturer is holding the bag, so to speak. The retail yard and the consuming manufacturer are not carrying the stock they used to, but are placing their orders with the manufacturers from time to time as they require them. We wish also to state that we have figures of four more members reporting October 1, 1914, than a year ago. Figuring on the stocks reported a year ago by firms not reporting and having cut out and taking the stocks of the new members not reporting a year ago, there is a difference of 23,000,000 feet of hardwoods and 14,000,000 feet of hemlock, which should be considered when taking into account the usual net stock for October 1.

Our treasurer's report shows a balance on hand October 16, of $784.42 in the general fund and on October 19, of $2,239.38 in the forest fire fund.

We are pleased to report that the Forest Service has taken care of $580.50 of our wardens' salaries for the month of July, August, September and October. I also desire to state that the full assessment in the Forest Fire Protective Department fund has been collected for the entire year. Chief Warden Hickok will make a report for his department in full.

Camp costs, especially relating to the feeding of men and horses have been considered by manufacturers for past years and a report has been prepared by Mr. Langdon on the subject, which will be submitted today.

Treasurer Henry Ballou's report was read by the secretary and showed the condition of the treasury to be first-class.

President W. W. Mitchell called on the chairman of the respective standing committees, but the first three—the railroad committee, the legislative committee, and the grading rules committee—had no formal reports to make.

W. C. Hull, chairman of the market conditions committee, read a most excellent paper, as follows:

Market Conditions Committee Report

Conditions now confronting our association from the standpoint of stocks on hand unsold are not so good as we had hoped to see them. We have to go back as far as 1908 to find similar ones. At that time they aggregated 100,000,000 feet as against 120,000,000 feet at the present time, but a true comparison, on account of our seven new heavy producing members, would bring our present stocks on hand unsold to about the same figure of 100,000,000 feet as compared with 30,000,000 feet a year ago and 40,000,000 feet two years ago.

The situation is still further aggravated by the fact that a considerable portion of the stock sold but not shipped is quite likely to be turned back on the manufacturer's hands on account of some of the "fair weather" purchasers welching on their contracts.

Of this unsold stock, compared to last year, there is three times as much No. 2 common and better and eight times as much No. 3 common as one year ago.

Against an estimate of 402,000,000 feet for 1913, we cut 440,000,000 feet; the estimate for 1914 was 458,000,000 feet, and judging from present reports this estimate has been or will be over cut.

With prosperous business conditions the market might possibly have absorbed this increase, but it is futile to hope the present market can take care of it.

At our spring meeting, held in Chicago, the signs of depressed business conditions were very plain, and the remedy was suggested by your committee, but was evidently not heeded. As usual the law of supply and demand governs. This heavy production, coupled with the present weak market, has caused a decline in the price of most of the items we manufacture.

Your committee has carefully studied all the recent sales as reported to your secretary, and the attached price list is its best judgment as to present prices. There are rumors of quotations below this list on some of the items, but we were unable to verify them. The remarkable feature, however, is that prices have not broken worse than they have, and we have no doubt whatever that these rumors will soon become proven facts, providing our members continue producing at the present rate. No set of men were ever able to produce more of any commodity than the market could or would absorb and receive back a new dollar for an old one, and we do not believe the present case will prove to be the exception.

Unless we want to run our business at a loss and sacrifice our stumpage, secured by the most of us by hard work, sacrifices, thrift, daring and hardships, we must produce less lumber. We want you to study more carefully than you ever have heretofore the statistics as to stock as prepared by your secretary and handed to you with this report. If you will study them carefully, we feel sure that each and every one of you will decide to curtail your productions all you possibly can and then some.

If you will do this you will discover many encouraging signs; our competitors, as well as associates, some of them, have already seen the handwriting on the wall; many yellow pine and Pacific coast mills have shut down within the past thirty days; everywhere in all lines of building material there has been curtailment. Heretofore, the lumber trade has looked upon our association as one of the ablest in the field. Shall we fall in behind the yellow pine or Pacific coast associations? Shall it be said of us that the only arguments that appeal to us in the face of present conditions are that we are out of stumpage, cash or yard room?

The restoration to normal conditions will come much more rapidly if the lumber trade generally acts unanimously along these lines.

The war in Europe immediately threw back onto an already inactive domestic market an output which at that time was more than normal, which resulted in paralyzing the usual business of the lumber interests. It is certainly the duty of the manufacturer and the trade generally to use their best legitimate efforts to prevent useless sacrifice in a commodity which has at all times a basic value far above what it could command under prevailing conditions. The remedy is plainly not to manufacture an increased, let alone a normal, supply in the face of a plainly restricted demand, and also to hold firmly to reasonable prices, notwithstanding the rapid accumulation of stocks in some hands. Cut prices never tended to accelerate the movement of any commodity, and never will, but on the contrary have always retarded it by creating a feeling of unrest, uncertainty and instability. The theory is that lower prices should increase the use of the commodity, but unfortunately the consuming customer does not receive the benefit, but the lower price is universally absorbed by the middleman; consumption is not increased, and the middleman smiles as he rakes in the profits belonging to and needed by the man whose effort produces the commodity. If the truth were known, we venture the opinion that not two per cent of the recent cuts in prices made by some of the members of our association ever reached the consumer or stimulated the movement of a single carload of lumber.

The most encouraging feature in the whole situation and the one that causes us to believe that the present low prices now being offered by some of our members will be withdrawn long before our next quarterly meeting, is the fact that the price of stumpage has remained absolutely firm and is in no danger of being broken. In this particular the lumber trade, and particularly this association, is most fortunately situated. There does not appear to be any danger anywhere of the sale of stumpage at sacrifice prices. We all know what our stumpage is worth, and we will not permit it to be sacrificed.

With the necessary curtailment the domestic market will sooner or later absorb present stocks, and then values of their own accord will return to the prices prevailing at the beginning of the year, and these low present prices, in some cases below the cost of production, will soon be a thing of the past.

An advance of rates of interest on building loans following the outbreak of the European war, hit the lumber trade an unusually severe blow, inasmuch as it greatly restricted building operations in large cities. There is every indication that this condition will largely pass away within the very near future. Action by government officials tending to put money into circulation, and the general loosening of financial conditions shown by reports from all parts of the country, are operating to turn more money into building channels, and though the usual season for building is now passing, there is every promise that an unusual amount of such activity will be in evidence during the winter, and a very large amount very early in the spring. The general condition of business over the country is much better than it has been within the last few months. Enormous crops have been harvested, and will find sale at unusually good prices. This fact will afford certain relief to the lumber trade. It is generally admitted that the farmer has not done his usual amount of building and repairing for a number of years, and necessity,

if not choice will constrain him now to the spending of some of his very great profits in the making of the necessary improvements about his farm. This will produce a keen demand for the necessary lumber during the coming winter and will make up in a large measure for the export business which has been lost and the diminishing of building operations in the cities.

During the last couple of weeks exports from the ports of New York and New Orleans have been resumed, on a small scale of course, but none the less they mark a tendency of conditions abroad to adjust themselves to the carrying on of considerable business even during time of war.

The fact remains that considerable lumber is required to meet current needs in the United States. It is, as all will recognize, an utter impossibility for this country to get along during any situation without the consumption of a very large quantity of lumber. The curtailment which should operate in practically all lumber trade circles should soon cause this domestic demand for lumber to consume the surplus.

The only difference of opinion that seems to be apparent relative to curtailment is in the manner in which it shall be done, which of course must be determined by the parties doing it, and in a manner which will best conserve and protect their future operations.

Everybody is doing the minimum amount of business. Jobbers have refused to speculate, and buy from hand to mouth. There is every reason to believe that movement of lumber has already receded to the lowest possible point. It must inevitably and soon respond actively to great natural conditions which require an increased consumption of lumber.

From now on wholesalers will require an increased amount of lumber. As business approaches a condition anywhere near normal they will need very heavy shipments and need them frequently.

It is probable that the lumber business will be among the last to feel the effects of the return of normal conditions, but it will be rewarded by an unusually heavy volume of business when that time does come.

A careful survey of the national situation cannot leave any one without an optimistic state of mind. A little patience, perhaps a little more of hardship is necessary, but by curtailing as much as possible, and holding firmly to present prices, no one of our members can fail to ultimately get back all that he has lost, and there is every reason to believe that the demand will be far greater than the production in normal years.

To cut prices now means only that a loss of property has been added to a loss of business. Lumber of any kind is valuable property, with normal prices, and to sacrifice it is to invite a disaster that will not be remedied by the return of better times.

HEMLOCK

Practically the same condition exists as on hardwood. Of water hemlock we have 22,000,000 on hand unsold as against 8,000,000 last year, and of rail hemlock we have 91,000,000 on hand unsold as against 55,000,000 last year. There have been so many different grades and customs and markets with our different members that it is difficult to get a line on values, but we find the values for water hemlock to be about $14.50 for merchantable 10′ to 16′, $16.50 for merchantable 18′ and up, $9.50 for cull, on dock or over rail at mill, according to the custom of the port. These values are $1 to $1.50 below those prevailing last spring. Rail hemlock is bringing correspondingly higher prices, according to location and grade.

HEMLOCK BARK

Forty members estimated they would peel 39,438 cords. In 1913 the actual peel as reported by forty-five members was 54,590 cords. Prices received for 1914 were about 75c per cord less than in 1913, the tanners having gone into the year with exceptionally large stocks on hand.

The paper was moved for acceptance and placed on file.

In the absence of F. L. Michelson, chairman of the forest fire prevention committee, the report of that committee was omitted and the president called on Chief Warden C. F. Hickok. The report covered the patrol season opening April 20 and closing October 10. In comparing seasons with those of 1912 and 1913, it was found that dry weather periods were more severe this year than the two years previous. In 1912 there were 227 fires discovered with a total acreage burned of 27,000 acres. In 1913, 299 fires with an area of 35,900 acres burned. This year there were 390 fires with an area of 88,134 acres. This was accounted for, in addition to the dry weather, by the accumulation of timber slashings during the two years previous. However, the burning over of this 88,000 acres of brush lands has reduced the hazard to normal conditions.

The report then summarized the costs of fires, showing that settlers, railroads and smokers are the primary causes, they being credited with 38.4%, 26.9% and 15.02%, respectively of the total number of fires.

The total losses aggregated in value $11,793 and were divided between chemical wood, hemlock logs, standing timber and hemlock bark. The principal loss, however, was to chemical wood piled on ground where cut. Thousands of growths were saved by prompt measures which have been adopted to prevent fire in the vicinity of the association property.

The report stated that the average loss per year in the three years under the protection of the association was $5,580. It also expresses the opinion that the aggregate loss for the years 1909, 1910 and 1911 was much in excess of losses recorded since the establishment of the protective measures.

The warden's report expressed pleasure for the greater co-operation which is being instituted between the public and the wardens of the department. Hundreds of people have signified their willingness to help and have taken intense interest in extinguishing fires before they were beyond control. The federal Forest Service also has co-operated to the extent of allowing the payment of the salaries of three of the association's wardens. This amount aggregates $580.50.

The report touched on the cases of two township officials who have refused to do their duty relative to forest fire prevention which are now in the hands of Governor Ferris. The association has been behind this effort and is pushing it vigorously.

C. A. Bigelow, in moving the acceptance of the report, also personally congratulated the chief warden on the effective work of his organization.

R. H. Rayburn, who was to have reported on the employers' liability law, being absent, N. M. Langdon was called upon to give the result of his investigation on camp cost. Mr. Langdon stated that the returns of his inquiries were very satisfactory, and of all replies received only seventeen gave statements as to cost figures. Most of these were on only a few items. He then read a compilation showing the cost of respective features of woods operations, which the secretary was instructed to get up in proper form and forward to members.

R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, was in attendance and, on being asked to express his opinion of camp costs, said that his organization has gone at the question in a little different manner, rather aiming to establish a standard of economic methods of feeding and camp regulations than to determine what costs now are. According to Mr. Kellogg, he is working on a plan for the establishment of a standard menu, copies of which he distributed among the members of the Michigan association. He said emphatically that a standard method of cost accounting is not only desirable but absolutely essential; that lumbermen cannot henceforth look for their profit to any great increase in the value of their commodities, but must rather aim at increasing profits by putting operations on a scientific and cost-reducing basis. He spoke further regarding camp provisions, saying that beef in the carcass this year will be at least twice what it was eight or ten years ago. He recommended salt fish as being the cheapest meat that can be served, and also stated that mutton will be the cheapest fresh meat, and is a desirable camp food, as it is palatable and contains as much food value as beef. He said further along the line of standard menus for camps that this, if carried out generally, would prevent men from jumping from one job to the other.

There was some discussion as to the best method for eliminating the unnecessary cost of free meal distribution, but no satisfactory conclusion was reached. The suggestion of one of the members that the best results would come from issuing meal tickets and compelling all diners to secure meal tickets from the foreman before eating, was about the only definite suggestion made. These tickets are free, but the average camp floater hesitates before asking the foreman for more than one ticket during one stay.

The following resolutions were then read, pertinent to the recent death of Fred A. Diggins of Cadillac:

In the passing of Fred Arden Diggins, the members of the Michigan Hardwood Manufacturers' Association have lost a wise counsellor, a safe guide, and an unselfish friend. Men followed him gladly, recognizing his innate genius for command. A natural captain of affairs, his viewpoint was broad and clear and sane. His advice was eagerly sought and commonly followed. A man of unswerving integrity, he held always to high ideals and fulfilled, in a manner beyond criticism, every trust.

But great as were his mental gifts, to those who knew him best, his attributes of heart meant even more. He was always the courteous, considerate and kindly gentleman. His friendship was a privilege and his character an inspiration.

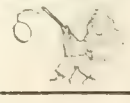
While tendering to his family our sincerest sympathy and condolence, we yet rejoice with them in those high qualities of his life which have made his memory so rich a heritage.

C. A. Bigelow moved that the resolutions be made part of the official record.

It was moved and carried that an assessment of two cents a thousand feet of lumber actually shipped from October 1, 1913, to October 1, 1914, be levied, one-half on December 1 and one-half on May 1. This motion carried with it the provision that the minimum assessment be $20. This plan was formulated six months ago.

G. von Platen made some earnest suggestions regarding stocks at northern mills and relative to the necessity for conservative operating during the winter. On motion the meeting adjourned.

Tales of the Trade



He Drove Right In and Turned Around—Then Turned Around Again

A. F. Aley of the Aley Lumber Company of Escanaba, Mich., hasn't always been a lumberman, nor has he always driven an automobile. There was a time, several years ago, when Aley dealt in ham, loins and other products of the hog and at that time he bought an automobile to expedite the handling of the country trade near Escanaba. Notwithstanding the fact that this is in reality several years old it has just been disclosed and is again fresh in Aley's mind, thanks to Escanaba friends.

Aley bought the car, made not quite the usual number of trips with the instructing salesman and then pronounced himself fully capable of running it, and a few mornings after he bought the machine Aley started, big as Bob Burman, away from the garage. The machine had been started by a garage man and Aley got away nicely because if there was anything he could do it was steer. Fortunately for himself, he kept on low speed.

The first customer was a butcher and grocer at a village named Cornell. He heard Aley coming and was out in front to see the new motor. He started out into the road, but backed speedily away as he saw Aley was not slowing up but was apparently fussing with the machine. It was well for him that he backed away because the car kept right on going. The store was so situated that the machine had a safe circle around it. Aley made the circle a few times, but he knew that wasn't getting orders but rather laughs from the customer and the usual country store followers of Old Dobbin. It was then Aley placed himself at the head of Escanaba's salesmen.

With one arm crooked in the steering wheel and with his note book firmly on top of the wheel Aley was ready to sell. In the meantime the auto had become a mechanical toy, traveling in a given circle around the store building. On the front porch stood the storekeeper and his following, while around and around went Aley.

"All ready," said Aley, premier salesman, as he passed the front on one lap.

"Ham," yelled the storekeeper.

"Smoked, boiled or fresh?" questioned Aley with due gravity, as he made the next lap.

And so the order was taken and Aley, it is said, never sold small orders. With the last item down in black and white, Aley made one more lap in which to say "Thank you, goodbye," and was safely on the return to Escanaba. As has been said before, he could run the car, even though he could not stop it, and being the original pilot, once at the garage door it was no trick to stop the motor without putting it permanently out of business.

Cutting the Melon for Clinty

"Speaking of practical jokes" said T. E. Youngblood, general manager Chicago office of the Payson Smith Lumber Company, "reminds me of one that I played on a lumberman neighbor several years ago which afforded about as much amusement as anything I've ever engaged in. This party, who for the sake of his feelings, we will call Mr. Warren, was somewhat of a kidder himself and there was something continually going on between us as he lived next door.

"One Sunday about dinner time, happening to spy a half watermelon under the kitchen sink, which had been discarded by my wife on account of being too green, a happy thought struck me, which I proceeded to put into execution. Securing a carving knife I sliced off a layer leaving the top looking rather red and juicy, then proceeded to plug it, taking out the plug carefully, then scooped out the inside with a large kitchen spoon and filled the interior with corn cobs and dry bread, taking care to replug it nicely.

"I went to the phone and called Mr. Warren asking if he would like a half a watermelon for dinner. It seems that Mrs. Warren's brother was visiting there from Montana and she had intended to have peaches and cream for dinner but on questioning him as to whether he would prefer this fruit or watermelon ("which Mr. Youngblood has so generously offered us") he stated that he could get peaches and cream any time but watermelons were very scarce in Montana at that time. Mr. Warren came to the back door and secured the melon paying a handsome compliment to me for my generosity and being very profuse in his thanks.

"When his wife essayed to cut the melon with the bread knife, about the second stroke convinced her that the melon wasn't as ripe as it looked, she having landed on one of the cobs.

" 'What's the matter, Dear?' asked Mr. Warren, 'Come here Clinty and I will show you' replied his wife. 'No tell it to me' he answered. 'You will have to come and see it as I can't tell it,' returned Mrs. Warren.

"After the joke settled thoroughly into Mr. Warren's interior consciousness there was war in the neighborhood for several days and any presents that I sent him later were looked on with suspicion and no thanks were forthcoming until a clean bill had been rendered."

POOR FELLER, THEY SAY IT WAS CARBOLIC ACID—YOU KNOW HE BET ON PHILADELPHIA.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B 807—Wants to Get in Touch with Manufacturers of Figured Gum Dressers and Chiffoniers

Louisville, Ky., October 19.—Editor HARDWOOD RECORD: One of our customers has written us for information as to a source of supply for chairs and dressing tables constructed of figured gum. Can you obtain this information for us?

This inquirer has been given a short list of manufacturers in that particular line. Others interested can have the necessary information by addressing HARDWOOD RECORD office.—EDITOR.

B 808—Wants Name of Parties Using Beech

Lexington, Ky., October 14.—Editor HARDWOOD RECORD: Can you give us the names of manufacturers of wooden clothespins, which we understand are made of beech? We are interested in getting in touch with parties using beech.

The information requested has been supplied to the above correspondent. Those interested may have the address by writing HARDWOOD RECORD.—EDITOR.

B 809—Wants to Sell Birdseye Maple Logs in Michigan

Muskegon, Mich., October 14.—Editor HARDWOOD RECORD: Can you furnish us with a list of users or probable buyers of birdseye maple logs contiguous to this territory? Shipments of these logs would be made from the upper peninsula on the Soo rate of freight. Your prompt attention will be greatly appreciated.

This company has been given a list of manufacturers in this particular line. Others interested should address this office.—EDITOR.

B 810—Wants to Get in Touch with Northern and Southern Hardwood Mills Interested in Special Dimension Stock

Chicago, Ill., October 16.—Editor HARDWOOD RECORD: Can you give us the names of a number of hardwood mills, both in the North and in the South, which would be interested in getting out dimension stock in small sizes? We are particularly interested in getting in touch with some up-to-date mills that are anxious to utilize as much of their present waste material as they possibly can.

The concern writing this letter is in a position to put the dimension stock business on a really profitable basis. Any mills in a position to consider the manufacture of special dimension stock for the utilization of small waste would find it to their financial advantage to communicate, through this office, with the above inquirer.—EDITOR.

B 811—Wants to Buy Basswood Logs on Eastern Freight

New York, N. Y., October 16.—Editor HARDWOOD RECORD: We would like to get in touch with some mill from which we could obtain some basswood logs. We can use a number of cars of this stock. Would like to get them from a point on a low rate of freight to New York City. Do you know of any manufacturer from whom we could obtain these logs?

Interested parties can have the necessary information by addressing HARDWOOD RECORD.—EDITOR.

B 812—Wants Oak Truck Poles

New York, N. Y., October 15.—Editor HARDWOOD RECORD: Will you be so kind as to give me the names of a few reliable mills who can get out white oak truck poles? Can use oak and ash poles in the same car.

A short list of manufacturers of the stock referred to has been given the inquirer. Anyone interested can have the address upon application to HARDWOOD RECORD office.—EDITOR.

B 813—Wants Quotations on Odorless Veneers for Packing

Chicago, Ill., October 13.—Editor HARDWOOD RECORD: We are interested in securing maple or other odorless woods for use in packing some of our products. Same is cut in sheets 18"x12", one-twentieth of an inch thick. Will you please advise if you can give us the names of any concerns who make a specialty of this class of veneer?

The concern inquiring is one of the biggest packing companies in Chicago. HARDWOOD RECORD has given the names of a few companies who might be in a position to quote on this line of stock. Others interested should address this office.—EDITOR.

B 814—Wants Dimension and Furniture Parts

Bloomington, Ind., October 14.—Editor HARDWOOD RECORD: We will be pleased to have you mail us, if you have such, the names and addresses of concerns who are manufacturing and selling wood dimension and furniture parts. By this we mean all the wood parts that go to make up ordinary furniture. Any information that you can furnish along this line will be greatly appreciated.

Interested parties should write this office.—EDITOR.

B 815—Wants Market for Birch, Beech and Maple Dimension Stock

Thomson, N. Y., October 12.—Editor HARDWOOD RECORD: We make a specialty of manufacturing and curing the better grades of birch lumber, and especially in extra thicknesses, lengths and widths. This birch is marketed under the title of Sagamore birch and is enjoying a splendid reputation.

Could you put us in touch with parties in the eastern states who are in the market for birch, beech and maple dimension stock? We manufactured about 1,000,000 feet of dimension stock last year and seek new business to further work up our waste.

Those interested will be furnished with the address of our correspondent, upon application to this office.—EDITOR.

B 816—Pass It Along

HARDWOOD RECORD has believed for some time that the one cause which, above all others, is keeping American business in a depressed condition is the flaring and glaring accounts given of war which readers of the daily press are forced to consume in large doses before and after practically every meal during every day of the week and month. Believing that if this war news were kept on less prominent pages than the very front of the paper, and believing that with sufficient pressure the leading dailies could be brought to make this change in policy in spite of the fact that the war news is of tremendous news value, HARDWOOD RECORD has started a little endless chain in order to work up this desired pressure.

There were sent out from this office a considerable number of letters to prominent business men, enclosing a copy of our letter to leading Chicago dailies, and suggesting that each address three friends asking each to write the papers he reads and to in turn write three friends making the same double request. In this way an endless chain of correspondence would be started, which, if carried on as we hope it will be, would ultimately have a tremendous scope.

These letters were issued just a few days before press day and the following are the three first replies received:

Asheville, N. C., October 19.—Editor HARDWOOD RECORD: We are in receipt of your favor of October 17 enclosing us a copy of a letter addressed to the leading dailies of Chicago by yourself.

We are of the opinion that your suggestion is a very good one and have acted upon it by sending a copy of your enclosure to our daily papers and a letter to three of our customers. It is possible, and I hope it will prove profitable to divert the minds of business men from war to business. We, ourselves, can see no reason why business should not be good here in the United States with a ready market at the highest market prices for all of our farm products, outside of cotton, together with a market for all of our manufactured goods in Europe and South America.

We think a little talk on business worth more than all of the war news the daily papers are able to publish.

ASHEVILLE LUMBER COMPANY,
By W. N. Cooper, President.

Muskegon, Mich., October 19.—Editor HARDWOOD RECORD: I have your letter of the 17th inclosing copy of a letter you have written to 200 lumbermen, and I want to compliment you on the stand you have taken, and have immediately sent copies of your letters on to our two local newspapers and three of my business acquaintances, in different lines.

Let us hope that the waves which you have started by dropping this little petal into the sea of business depression will expand until they cover the whole United States.

Here is wishing you more power.

F. C. MORSE,
Secretary Brown-Morse Company.

Wausau, Wis., October 20.—Editor HARDWOOD RECORD: Your letter of October 15 was received a few days ago. I have just dictated letters to the Milwaukee Sentinel and the Chicago Record Herald, which chance to be the dailies I take, and I trust that my contribution will help along the movement you have started.

With many thanks for the suggestion.

R. S. KELLOGG,
Secretary Northern Hemlock and Hardwood Manufacturers' Association.

Clubs and Associations

The Southern Logging Association

The following is the program of annual meeting of the Southern Logging Superintendents' Association to be held at Grunewald hotel, New Orleans:

OCTOBER 26—9 A. M.

President's Address ..... J. B. Bakewell
Secretary-Treasurer's Report ..... James Boyd
Address—"Steel Tiebed and Logging Costs"
W. W. Ashe, Forest Inspector U. S. Forest Service.

DISCUSSION

OCTOBER 26—2 P. M.

Address—"Feeding Horses, Mules and Oxen Used in Logging Operations."
Dr. W. H. Dalrymple, Professor of Veterinary Science, Louisiana State University, and Veterinarian to the State Experiment Stations.

DISCUSSION

Symposium—Locating main line and spurs for hardwood operations in level and hilly country and swamps. Cost of laying steel; weight of rail for various conditions; types of ties; size of spikes and method of spiking; types of bridge and trestle construction. Daily task of steel gang.

Symposium—Locating main line and spurs for yellow pine operations in level and hilly country and swamps. Cost of laying steel; weight of rail for various conditions; types of ties; size of spikes and method of spiking. Types of bridges and trestle construction. Daily task of steel gang.

Symposium—Locating logging roads and spurs in cypress operations. Types of bridges and trestle construction. Cost of laying steel; weight of rail for various conditions; types of ties; cost; size of spikes; method of spiking. Daily task of steel gang.

Symposium—Pull-boat operations. Locating canals, widths, depth, types of dredges; Distance apart and length of runs; character of runs; cost of cutting runs; types of pull-boats. Number of men employed. Daily task. Cost per thousand. Methods of prolonging life of wire rope. How many million feet of logs should a rope pull? Sizes used. What size logs are left?

TUESDAY, OCTOBER 27—9 A. M.

Address, "Prevention of Accidents," by C. P. Myer, Assistant General Manager of the Kirby Lumber Company, Houston, Texas, and Vice-President of the Southern Logging Association.

DISCUSSION

Symposium—Skidding Practice in Yellow Pine Operations. Time required to move; distance; acreage covered; stand per acre at each setting. Skidding in level and hilly country compared. Length of haul. Rehauls and teams. Methods for prolonging usefulness of wire rope. How many million feet should a wire rope pull? Number of men in skidding crew. Costs and task. What is left in the woods; Height of stumps.

Symposium—Skidding Practice in Hardwood Operations. Time required to move; distance; acreage covered; stand per acre at each setting. Skidding in level and hilly country compared. Length of haul. Rehauls and teams. Ground and overhead skidders. Methods of prolonging the life of wire rope. How many million feet should a wire rope pull? Number of men in skidding crew. Costs and task. What is left in woods. Height of stumps.

TUESDAY, OCTOBER 27—2 P. M.

Symposium—Skidding practice in cypress operations. Time required to move; distance; acreage; stand per acre at each setting. Ground and overhead skidders compared. Length of haul; rehauls and teams. Methods of prolonging usefulness of wire rope. How many feet should a wire rope pull? Number of men in skidding crew. Costs and task.

Symposium—Cutting logs—hardwoods, pine, cypress. Costs. Is it any advantage to contract log cutting?

Symposium—Log loading—Costs when loader is used and when not used. Hardwood, pine, cypress. Crew required.

Symposium—Hiring men. Camp Construction. Boarding House Costs. Bill of Fare.

OCTOBER 28—9 A. M.

Address, "First Aid—How Accident Cases Are Treated to Minimize the Effects of Injuries," illustrated, by Physician of the Crossett Lumber Company.

DISCUSSION

Address, "Camp Sanitation," by Dr. R. B. Austin, Camp Physician, Fernwood Lumber Company.

DISCUSSION

Camp Construction.
Home-made Devices.
Uniform Cost Sheets.
Continuation of discussion of topics discussed first two days.
Address, "Logging in Southern Brazil," by G. W. Patterson, Southern Brazil & Lumber Colonization Company—a member of The Southern Logging Association.

OCTOBER 28—2 P. M.

Discussion of answers to 223 practical questions on logging of hardwood, pine and cypress.
Election of officers.
Adjournment.

New York Lumber Trade Association to Meet

The New York Lumber Trade Association will hold its twenty-sixth annual meeting on Thursday, November 11. The session will convene at headquarters of the organization, 18 Broadway, and will be preceded by the usual luncheon served by Delmonico. Every effort will be made to bring out a record attendance at this annual which promises to be as interesting as any ever held. No announcement has been made as to the election of officers.

Cypress Meeting Announced

Secretary Geo. B. Watson of the Southern Cypress Manufacturers' Association announces that the semi-annual meeting of the association will be held at New Orleans on November 18.

The Hardwood Manufacturers' Association to Meet in Cincinnati

The board of directors of the Hardwood Manufacturers' Association of the United States at its quarterly meeting at Cincinnati on October 10, decided to hold its next annual convention at Cincinnati, January 28-29. The sessions will be held at the Hotel Sinton.

This will be the thirteenth annual meeting, and the fifth to be held in Cincinnati. The 1914 meeting was held in Memphis, January 21-22.

While the Memphis meeting was one of the largest ever held, registering about 700, it is expected that the convention at Cincinnati next January will eclipse this in attendance. It has been found that Cincinnati is a very advantageous place to hold this convention, it being on the dividing line between the great producing fields in the South and Southeast and the consuming markets in the North and Northeast. Fully two-thirds of the membership and visitors are not over twenty-four hours distant from Cincinnati.

Memphians Cheerful in Spite of Hard Times

The regular semi-monthly meeting of the Lumbermeen's Club of Memphis, held at the Hotel Gayoso, October 17, proved one of the most enthusiastic for quite a long while. The attendance was unusually large, and, considering the fact that the lumber business is very quiet, the members were in exceptionally good spirits. J. D. Allen, who has recently returned from a tour of the western states, was in the chair. C. G. Kadel, secretary, also performed his usual duties.

F. E. Stonebraker, chairman of the entertainment committee, said that some of the members had spoken to him about another dance at the Hotel Chisca. He said that he and the other members of the committee were ready to serve the club. Later, on motion, the committee was authorized to select the date and make the other necessary arrangements. Announcement will be made within the next few days as to the time selected. There is just a suggestion that J. F. McSweyn is responsible for this function. It is understood that he has been making inquiry among some of his friends recently as to a good person from whom to take lessons in the tango, hesitation waltz, and the other late steps. If this be true, Mr. McSweyn is only following in the footsteps of S. M. Nickey, S. B. Anderson, R. J. Darnell, and some of the other gentlemen who have only recently taken up dancing as one of their particular sources of amusement.

J. W. McClure, of the river and rail committee, called attention of the members of the club to the forthcoming rate contests which will be handled by the Southern Hardwood Traffic Association. These are the proposed 5 per cent advance on hardwood lumber shipments in the territory north of the Ohio and east of the Mississippi river and the advance of 5 to 33⅓ per cent in rates on shipments of hardwood lumber from Memphis and points in Mississippi and Louisiana to Ohio river crossings. He pointed out that there were a number of members of the club who were not conected with the association, but declared that, while the association was taking the leading part in these contests, every member of the club should do his very best, since regardless of the amount of lumber shipped, each is vitally interested. He said that the lumbermen had always stood together and that, if there were ever a time when this course ought to be pursued, it was in the present instance. President Allen emphasized what Mr. McClure had said and urged everybody to do his full share.

Jas. E. Stark, of Jas. E. Stark & Co., not only emphasized what the two former speakers had said, but declared that it was necessary to do a great deal of missionary work to get the lumbermen together to make the fight ahead of them. He said some of the lumbermen with whom he had recently talked had been in favor of giving the roads higher rates in the belief that better business would result. Mr. Stark thought there was absolute necessity for all the lumbermen to take exactly the same view of these proposed advances and asserted that, if they did not do so, the fight would certainly be an up hill one. He concluded with the declaration that the Southern Hardwood Traffic Association deserves the support of every lumberman, whether he is a member of the organization or not.

The club received a very interesting compilation from May Brothers, showing the extent of milling operations in this territory. This firm sent 1200 letters to millmen in Mississippi, Alabama, Arkansas, Louisiana, and Tennessee, to which 189 replies were received. These showed that there were 126 mills entirely closed down, 21 running on short time, 27 operating at full capacity, and 15 not reporting as to this feature. With reference to stocks, it showed that 47 mills had more than normal, 45 about the same amount as usual and 45 less than normal. The other 52 did not touch on this phase. This is the most accurate information which has been gotten up regarding operations in this section and it was ordered filed by the club.

The statistics committee reported that it had partially completed figures covering operations in hardwood lumber during the preceding year and asked that those who had not sent in their returns to do so at once. President Allen emphasized the desirability of this course and the committee is hopeful of having its report ready for the printers in a short time.

A. B. Turner, southern manager of the Poinsett Lumber and Manufacturing Company, with offices in Memphis and mill at Trumann, Ark., was elected an active member.

T. R. Winfield, president of the Business Men's Club, addressed the

meeting on the affiliation as between the two organizations. Mr. Winfield said, among other things, that there was no question that the Lumbermen's Club of Memphis was the most loyal, the most active, and the most helpful of all of the organizations which have become affiliated with the Business Men's Club. This was as far as Mr. Winfield was able to go in sustaining the proposition laid down by President Allen, to the effect that the Lumbermen's Club had become such an important organization that it was wagging the dog, the dog in this case being the Business Men's Club.

A letter was received from Mrs. T. B. Allen, widow of the late T. B. Allen, an honorary member of the club, thanking the club for the resolutions recently adopted in connection with the death of her husband. It was sent from Galveston, Texas.

A letter was read from the publicity division of the National Rivers and Harbors Congress setting forth the amount of money that had been appropriated for the use of rivers and harbors. The item most of interest to the Lumbermen's Club of Memphis was that to the effect that $3,750,000 was available for use on the Mississippi from the mouth of the Ohio southward.

The Evansville (Ind.) Lumbermen's Club advised the local organization that it has received a letter from D. M. Goodwyn, general freight agent of the Louisville & Nashville, in which he refused to grant more favorable milling-in-transit rates. The letter stated that this official had declined for various reasons, none of which was considered good. This club also asked the local organization to co-operate with the Evansville Club in the effort of the latter to secure more than one year as the time limit for reshipping under the milling-in-transit privileges.

Among the guests present was S. G. Boyd of the Cincinnati Veneer & Lumber Company. He was called on for a talk, and responded very briefly.

Hoo-Hoo House Dedicated

On October 17 at San Francisco the Hoo-Hoo House was dedicated, or more properly, the ground on which it will stand was dedicated, for the foundation has not yet been laid. This building will be lumbermen's headquarters at the Panama Exposition, and it is expected that it will be complete in ample time for the opening next February. The Hoo-Hoo members of the Pacific coast are building the house at their own cost, for the purpose of entertaining their eastern friends who plan to visit San Francisco next summer. The location of the building on the exposition grounds is all that could be desired. The determination to make the San Francisco world's fair surpass all expositions that have gone before seems in a fair way to be realized; and everything is to be ready promptly on the opening day.

An Appeal to Farmers

The National Implement and Vehicle Association has sent out a circular to the bankers of the country, asking them to appeal to the farmers with whom they come in contact, to the end that better farming methods and business principles be followed with regard to farm products. An extract from this appeal follows:

Urge the farmer who has harvested his grain, not to speculate on the fluctuation of future prices.

Recommend to the farmer of the South to diversify his crops. Experience has shown that a one crop country cannot continue to bring prosperity to its farmers. The great wheat states of the Dakotas are diversifying. Our cotton states should do likewise.

Preach preparedness for the 1915 harvest. Care in seed selection, proper tillage and cultivation will bring increased crops to meet the increased demands. More intensive cultivation quite as much as increased acreage will bring prosperity to the farmers.

Increase the number of farms raising stock and thereby secure a natural fertilizer for the soil. Cattle, hogs, and poultry mean ready money and bank accounts.

Secure for the agricultural community the benefits provided in the new currency law by creating a demand for the early opening of the various federal reserve banks.

Discourage all speculation, but encourage the expansion of legitimate business in the rural communities by reasonable extension of credit.

The agricultural communities and the bankers who serve them were never in a more secure position or one that promised more if the opportunities are embraced.

We hear on all sides that the European war has left the door wide open for this country to enter and secure the markets of the world. This cannot be done in a day or in a year. Let us first bring this country's industries back to their normal condition. This must be done before an increased foreign trade can be secured.

Southern Traffic Association Active

There was a meeting of the governing board of the Southern Hardwood Traffic Association in Memphis October 16, attended by practically every member. Like the general meeting held some time ago, however, it was executive and nothing was given out for publication beyond the fact that the principal subjects discussed were the 5 per cent advance in rates in the territory north of the Ohio and east of the Mississippi and the proposed increases of from 5 to 33 per cent in rates on oak, cottonwood and gum from Memphis and points in Mississippi and Louisiana to Ohio river crossings, together with the formulation of plans for effectively resisting these higher rates. The ground was very fully covered and the campaign of opposition has already assumed definite enough shape to enable the lumbermen to begin the compilation of data and general evidence to be used. J. H. Townshend is in charge of this preliminary work and is receiving the hearty support not only of the governing board but also of every member of the association. Lumber interests are decidedly opposed to the advances and do not attempt to conceal the fact that they are going to put up the most vigorous fight they have ever made before the Interstate Commerce Commission.

J. R. Walker, special attorney of the Southern Hardwood Traffic Association, was in Memphis last week going over a number of matters with the officials of that body, including the two cases already discussed. Mr. Walker wants to familiarize himself with the strong points to be made by the lumbermen and also with the evidence which the latter will submit. He will represent the association before the commission and he wants to begin his preparation in plenty of time to be thoroughly ready when these cases are called.

Mr. Walker said that he appeared before the commission on October 15 to argue in favor of the plaintiffs in the cases of the Bellgrade Lumber Company et al and the Anderson-Tully Company et al vs. the Illinois Central and Yazoo & Mississippi Valley roads. Through these cases the lumbermen are seeking a reduction of one cent per hundred pounds in rates on hardwood lumber not only from Memphis to New Orleans but also from all points in Mississippi to the Crescent City. Without going into details regarding his argument, Mr. Walker said that the commission appeared very much impressed with the evidence submitted by him, and created the idea that the outlook was very bright for a favorable decision. Export business is affected by these rates and lumbermen are quite anxious to win.

J. H. Townshend of the Southern Hardwood Traffic Association is authority for the statement that hearings on the petitions filed in behalf of the VandenBoom-Stimson Lumber Company et al vs. the St. Louis, Iron Mountain & Southern Railroad and Nickey & Sons Company vs. the Louisville & Nashville Railroad, set for Memphis, October 28 and 29, have been postponed until some time in November. The exact date, he says, will be announced by the commission later. The first petition seeks lower rates on shipments of logs and bolts into Memphis from points on the defendant road. The second is for the purpose of securing a longer time in which to make reshipments under the milling-in-transit rules and of securing refunds on log shipments when a given amount of lumber has been reshipped, without regard to its character. The association is ready with its arguments whenever these cases are called.

The Southern Hardwood Traffic Association is in almost daily receipt of new tariffs issued by the railroads. The latter are going ahead with their policy of announcing higher rates to Ohio river crossings, but just as fast as the new sheets are received petitions are filed with the commission asking suspension of the higher rates until the cases can be argued on their merits. These new tariffs are made effective November 1 to November 15, but as the commission has suspended until January 28, 1915, all advances to Ohio river crossings previously announced, it is expected that those now being issued will be similarly treated by that body.

Increasing Revenues by Increasing the Commercial Load

The Lumbermen's Association of Chicago, representing some of the largest lumber shipping interests of the country, is, with the railroads actively promoting a co-operative campaign toward increasing revenues on lumber traffic by securing heavier loading per car.

Power and equipment of the railroads has been constantly increased in capacity and the 40,000 pound and 50,000 pound capacity cars in common use a few years ago are rapidly disappearing, being replaced by cars of 60,000 to 100,000 pounds capacity.

The lumbermen are co-operating with the carriers in keeping pace with this development by educating lumber shippers and users in the importance of heavier loading, recognizing that as the commercial load of each car is increased it decreases the dead-weight percentage of the total load.—thus increasing the operating efficiency of the carriers as to net returns on the traffic as well as conserving car supply in times of shortage.

That the efforts of the lumbermen are bearing fruit is manifested by the showing of some of the important lumber carrying lines. For instance, the Chicago & Eastern Illinois railroad reports an increase in average loading, lumber traffic, from 22.9 tons per car in 1910 to 24.5 tons per car in 1914,—an average increase of 3,200 pounds per car or 7 per cent.

As the minimums in the tariffs naming rates on lumber have not been increased, the improvement in the average loading must be credited to the co-operation of the lumbermen in encouraging the filling of orders so that large cars may be loaded more nearly to carrying capacity.

Chicago Lumbermen's Club Holds Stag

The opening entertainment of the Lumbermen's Club of Chicago took place on Saturday evening, October 24, at the club rooms in the Great Northern hotel. As usual the entertainment committee had prepared a most pleasing program, which consisted of the following numbers:

BAKER SISTERS,
Character Change Novelty Dancers and Songsters.

ALBER THOLLY,
Baritone and Singing Comedian

ALMA ADAIR,
The Girl from New York.

MISS ANITA LINK,
The Dainty Soubrette.

STEVE JUHASZ,
The Talkative Trickster.

PEARL VICTORIA,
The Ragtime Girl.

ROSS AND KING,
The Versatile Stag Entertainers.

WALTER DELLERS
Pianist.

MISS HILDABRAND,
The Lively Girl at the Piano.

There was a very gratifying attendance which gives the committee hope that there will be a more receptive spirit for these entertainments than has heretofore been the case.

With the Trade

Penrod Sales Offices Established at Kansas City

The Penrod Jurden-McCowen Lumber Company of Kansas City, Mo., and Brasfield, Ark., announces that effective October 1, the sales offices of the company are located in Kansas City and requests that all correspondence be addressed to that office. This change in its selling arrangements is made necessary by reason of the company's having replaced its former band mills at Brasfield, which were recently destroyed by fire, with a newer and more modern plant of very much larger capacity, requiring a more extensive organization than formerly to handle its greatly increased output.

The company believes that with this extension of its organization it will be able to earn a greater patronage from the consuming trade.

Nashville Hardwood Flooring Company to Establish Chicago Office and Warehouse

To better serve the increasing number of users of the Acorn brand of oak flooring manufactured by the Nashville Hardwood Flooring Company, Nashville, Tenn., that company has established at Western avenue and Fifteenth place, Chicago, a warehouse for the storage of a half million feet of flooring. The quarters are steam heated, damp-proof and every facility is offered for careful and expeditious handling of customers' orders.

No stock will be sold to the consuming or contracting trade, but the new warehouse will be for the benefit of the Chicago dealers buying in wagon lots or those who wish to use the warehouse for their flooring requirements in preference to carrying oak flooring in stock. In addition less than carload lot shipments will be handled largely by package car service to dealers in territory contiguous to Chicago.

In the same connection John B. Ransom & Co., of which concern the Nashville Hardwood Flooring Company is an affiliated company, will have a Chicago office at the same quarters for the furtherance of its interests in this territory. The affairs of both companies will be in charge of Earl Bartholomew, who for several years has been associated with the Ransom interests, and who enjoys a large personal acquaintance with the consuming hardwood and oak flooring trades.

The wisdom of the policy of the late John B. Ransom of supplying at a fair price the best oak flooring that can be produced has been fully exemplified by the increased yearly production of the Acorn brand of oak flooring and its increasing host of friends in the trade. This policy is being carried along conscientiously by the present members of the Ransom interests.

E. W. BARTHOLOMEW OF NASHVILLE LOCATES IN CHICAGO

Buys West Virginia Timber Land

It is announced that a tract of 40,000 acres of stumpage in Nicholas and Fayette counties in West Virginia has been bought by the Meadow River Lumber Company of Cincinnati, O. More timber will be purchased by the company as it is required. It will erect a sawmill and build a railroad into the tract purchased. It is more than likely that the Meadow River company will lay out and build in the near future an up-to-date sawmill town in that vicinity.

To Establish Hardwood Plant

It is reported from Hazelhurst, Miss., that J. D. Flanagan and business associates of Grand Rapids, Mich., will establish a hardwood plant at that point. It is further reported that the associations have leased the site and equipment of the Hazelhurst Lumber Company and new machinery and equipment will shortly be installed.

New Michigan Furniture Factory

The Kelley Chair Company of Grand Rapids, Mich., is erecting a factory at West Hancock, that state, which will be eighty feet long, thirty wide, and two stories high. The machinery to equip the plant will be shipped from the company's factory at Grand Rapids. The factory will have a working force of thirty men at the start, and it is expected to be in operation within two months. William A. Kelley is president. He has had thirty years of experience in the furniture business.

Lumber Burned by Bombardment

The lumber yard of Legrand Brothers, at Rheims, France, was caught in the German bombardment on September 6, and more than $200,000 worth of lumber was burned. Doubtless many a good stick of American origin went up in smoke. There should be consolation in the fact that there is plenty in this country with which to replenish the stocks destroyed in war.

Lumberman a Cavalry Officer

A. Couspeire, a New Orleans timber exporter, is serving as a cavalry captain with the armies of France. A letter from his French office gives his address as Capitaine Couspeire, Etat-majors, Depots d'Remounte a Alencon, Aine, which means, freely translated, that he was then attached to the headquarters of the Remount depots at Alencon, in the department of Aine.

The Largest Redwood Tree

B. F. Porter, a timber and lumber operator of Eureka, California, says he is about to fell a redwood tree on his tract that will equal the record value of any yet cut in California. It is 380 feet high, 26 feet in diameter 7 feet from the ground, 261 feet to the first limb, where the diameter is 11 feet, and scales over 344,000 feet of lumber. Fifty percent will sell at $35, 30 percent at $18, and the remaining refuse at $8. The total value is estimated at more than $9,000.

S. B. Vrooman On Foreign Trade Committee

Never in the history of Philadelphia has there been such a notable gathering of prominent bankers and merchants from every branch of industry as seen in the recent meetings held in this city for the purpose of expanding American trade, and on the basis of reciprocity the opening up of our markets to the Latin-American states and the South African countries. Every phase of the conditions prevailing in these new fields is being carefully investigated by men of keen judgment and men who have already had business experience in these fields. It is eminently satisfactory to the lumber trade to learn that Samuel B. Vrooman, senior member of Samuel B. Vrooman & Co., Limited, well known importers and exporters of mahogany, walnut, veneers and fancy woods, has been appointed to represent the lumber industries on this committee, as they realize that no one better fitted to bring about good results could have been selected. Mr. Vrooman stands conspicuously in the front rank as a man of the highest integrity and business probity. His many visits to foreign markets both as a buyer and seller of woods has given him a broad and valuable experience as to what measures to apply to gain business in these fields, and with this equipment he cannot fail to be of great service to the new trade seekers. It is safe to assume that this body of merchants and financiers will leave no stone unturned for the development of plans to bring about the desirable trade exchange between our markets in the North and those of the South American countries.

Louisiana to Chicago by Water

The first shipment of lumber from Louisiana to Chicago by water arrived at its destination October 13. There were sixty carloads of oak from Jeffris, La., and the shipment was made by D. K. Jeffris & Co. Water transportation cut the freight bill twenty-five per cent. The lumber was towed on barges by a river steamer and was delivered at La Salle, Ill., where it was transferred to small steel barges of fifty tons capacity, or from 20,000 to 25,000 feet of lumber per barge. The transfer was due to the fact that the large barges which brought the lumber up the Mississippi river could not be passed through the canal locks. The small barges were taken through the Illinois and Michigan canal, thence through the drainage canal to Chicago. The company proposes to make all its lumber shipments from Jeffris to Chicago by that route. The time is a little longer than by rail, but the saving in freight justifies it.

Dyes from Stumps

The American Wood Products Company, Spokane, Wash., which is manufacturing a variety of dyes from products of pine stumps, announces that these dyes will be suitable for some branches of the textile industry. In the present condition of the dyestuff market, due to the lack of material heretofore obtained from Germany, the declaration by the above chemists comes as a great relief to the textile trade of Philadelphia, as this city is known as the most extensive textile manufacturing center in the United States.

Poor Economy

A veritable riddle, especially at a time when the cost of living appears to be the vital topic for consideration and a most careful economy becomes necessary in the matter of house building, has been puzzling J. Elmer Troth of the J. S. Kent Company, Philadelphia. Among the company's recent shipments Mr. Troth states are notable: "Two carloads of 6x24" sawed cypress shingles, made in South Carolina, to a point in the Province of Quebec; a lot of 5x24" sawed cedar shingles, made in the state of New Jersey, to a point in Maine, and another lot of 6x24" sawed cypress shingles to a point in northern New York state; it also has an order to ship some yellow pine rift flooring from Alabama, to a point in [illegible] Washington.

Now, notwithstanding these are orders bringing a fine margin of profit, Mr. Troth is non-plussed over the dimension of those shingle orders which on the face would appear as most eccentric if not truly freak orders, as the standard shingle used in Canada, in Maine and in northern New York state, is the 16" cedar shingle, although they deviate sometimes on white pine shingles; and, why the rift grain fir flooring that is produced very largely in the state of Washington and Oregon, could not be used in place of yellow pine rift flooring is a poser to Mr. Troth the shipper. He is inclined to think, as a conjecture of course, that all this material has been bought to comply with the arbitrary specifications by some inconsiderate architect, who is determined to have what he especially wants, no matter what the extra cost to the owners of the buildings. As to the flooring order, it seems to be a real case of "sending coal to New Castle."

Pertinent Information

New Orleans Exporters More Hopeful

A new phase of the export situation has recently developed as a result of the exigencies of war. It is reported in New Orleans on good authority that the French government is in the market for 10,000,000 oak ties of extra large dimension, to be delivered at the rate of 1,000,000 annually for a period of ten years. Whether this report materializes, and contracts are awarded, it is known that a number of exporters in New York and New Orleans, as well as interior mills, are figuring on this order.

It seems that the Germans tore up all of the French tracks as they retired from their advance into the interior of France, and it is presumed that the ties are required by the French government for the purpose of relaying these tracks. The requisition of oak indicates that the French government desires to make a permanent and enduring construction.

Heretofore oak has been cut out of Russia for this purpose, and the demand for American wood from this source is unusual. Communication between Russia and the remainder of the continent of Europe has been cut off, and the buyers are willing to pay almost any price for what they want, it is said. Freight rates do not figure in the negotiations for the reason that the French as well as the British lines are subject to impressment for transportation of foodstuffs or anything else required for war.

When it is remembered that the standing armies of France and England have been increased to millions of men, and that these men must not only be supplied with foodstuffs, with wheat for their bread and corn and oats for their horses, but with equipment for such war equipment as auto trucks, boxes for munitions and even gun-stocks, it will be seen that this creates an enormous demand for oak, ash and other hardwoods.

That this demand has already reached the tanners is indicated by the fact that the manufacturers have been called upon to supply 30,000 sets of harness and 60,000 horse collars within the past month. Milwaukee tanners have orders for leather for 4,000,000 pairs of shoes. The hardwood market has been slower to feel the effect of this demand for the reason that the stocks abroad were large at the outbreak of war, and weeks were required for their depletion. However, European government buyers have been in the American markets for trucks and other manufactured products for the past month.

Aside from this demand for military purposes there has been a small movement to Liverpool and London for building purposes. No ship will accept a consignment to the east coast of England, even though amply protected by insurance, because of the mines that make it a hazardous venture in the North Sea.

Scores of vessels have cleared from New Orleans during the past week, and while the New Orleans exporters have profited very little from the large movement of grain because the European buyers have gone direct to the interior markets, this movement has had a salutary effect on the lumber market as a whole. Hardwoods as well as yellow pine and cypress are firmer than they have been for a month. There is likely to be a slight advance in pine prices, sufficient to offset the slump of fifty or seventy-five cents a thousand wholesale three weeks ago. This strengthening may also be attributed to the widespread curtailment of the mills throughout this section. It is estimated that the production has been reduced from forty to fifty per cent, and even yellow pine stocks are reported to be low throughout the country, so that there is no justifiable foundation for a further slump in pine. Cypress, which was in a better condition to withstand the assault of adversity than pine, is inclined to be sympathetic, particularly certain grades, and any improvement in the pine market is likely to be reflected by cypress.

An Unusual Contingency

A question whether a chartered railroad can suspend operations at will will probably be brought before the Michigan Railway Commission soon by J. O. Moen of the Wisconsin Veneer Company, Rhinelander, Wis., operator of a veneer mill. Mr. Moen is cutting timber in Keweenaw county, Michigan. The only railroad in that county, the Keweenaw Central is to suspend operations on November 1 because of lack of business in the winter months. Mr. Moen needs a road to get his timber out and says that if the railroad company insists on shutting down, he will take the matter before the state railroad commission.

Final Decision on Lumber Rates from Arkansas and Other States North of St. Louis

The announcement of the decision by the Interstate Commerce Commission on October 22 regarding the establishment for division of rates on lumber and other forest products from points in Arkansas and other states to Iowa, Minnesota and states north of St. Louis, closes the case which has been in progress since 1904. Lumber companies directly interested are: W. T. Ferguson Lumber Company, Chickasaw Cooperage Company, Henry Wrape, Mt. Olive Stave Company, R. M. Fletcher Stave Company, Hampton Stave Company, Wilson & Wrape Stave Company, Ozark Cooperage and Lumber Company.

Interesting Traffic Disputes

A protest of more than usual interest, filed by the Lamb-Fish Lumber Company of Charleston, Miss., is being considered by the Interstate Commerce Commission. Many interesting points in regard to the hardwood industry in Memphis territory are brought out.

Charleston, where the plant and yards of the company are situated, is on a branch of the Yazoo & Mississippi Valley Railroad, 100 miles south of Memphis. Despite the fact that Charleston is nearer gulf ports than is Memphis, it is necessary to pay a higher rate. The Lamb-Fish company makes a strong case, asking that it be allowed the right to have the advantage of its geographical position in competition with Memphis dealers, who, under present conditions, have the advantage of six cents a hundred on freight rates.

Attention is called in the complaint to a single shipment of thirty cars of gum lumber made to Alexandria, Egypt, via Pensacola. Owing to the inability to dispose of this wood at home the company went to great expense in working up foreign demand for it. Gum especially was little known abroad at the time. After all this effort and expense in extending American markets, the benefits of which go to all dealers, the Lamb-Fish company objects to being hampered by the transportation companies, whose interests have been aided so decidedly by the company's activities.

In speaking of the business of the company, it is stated in the complaint that the company handles 40,000,000 feet of hardwood lumber per annum. Its yard stock totals 19,000,000 feet and practically any sized order known to the hardwood trade can be filled, it is said. Memphis is the largest hardwood center in the country, yet the shipments from Charleston totaled more than twelve per cent of the shipments from all Memphis dealers combined and over twenty per cent of the business handled by the Yazoo & Mississippi Valley from Memphis lumber manufacturers and dealers.

One of the features of the Lamb-Fish complaint is the charge that ocean freight rates from New Orleans apparently are dominated and under the control of some central power. "Seldom indeed is there any variation in the quotations made by different steamship lines or steamship agents. In rare cases a slight concession may be made on account of distress room," the complaint reads.

Without considering the time since the outbreak of the war in Europe the business of the Lamb-Fish company is shown to have increased steadily and continuously. To meet strong competition in the Mississippi valley it is shown to be very necessary that the complainants have all the gulf ports open to them on the same basis as to their competitors. Memphis dealers are not called upon to pay terminal charges at New Orleans, it is shown in this connection. The Lamb-Fish company also wants to take advantage of the pine charters which sail from Pensacola, Mobile and Gulfport that frequently can take care of large parcels of hardwood at rates which are in many cases one-half of those of the established lines at New Orleans.

Due to the rates which are alleged to be unjust, competitors of the Lamb-Fish company are given an advantage of $2 a thousand on gum and $3.50 on oak. The charges that are being collected from Charleston are thought to violate the act to regulate commerce. The company also asks for a refund on all overcharges. In addition to the Yazoo & Mississippi Valley the Gulf & Ship Island and the Louisville & Nashville railroads are made parties to the suit.

Pending further investigation the Interstate Commerce Commission has authorized the Gulf & Ship Island Railroad to establish a rate of twelve cents on imported mahogany logs from Gulfport to Memphis. This applies only on carloads. The minimum weight is fixed at 35,000 pounds.

Arguments in the case arising from the proposed increase in the rates on hardwood lumber and articles manufactured therefrom from points in Louisiana and Arkansas and other points to Memphis and other destinations were heard October 21 by the Interstate Commerce Commission.

Complaints arising from alleged unjust and unreasonable rates have been filed with the Interstate Commerce Commission recently by the Atlantic Lumber Company, of Boston; Eastern Oregon Lumber Producers' Association and National Wholesale Lumber Dealers' Association.

A favorable report has been made to the Senate of the so-called Aswell land bill by the committee on public lands. A number of lumber companies in northern Louisiana are vitally interested in this legislation. Possession of much valuable hardwood land is being disputed by those claiming to be settlers. In their argument the attorneys for the lumber companies pointed out that the so-called settlers all claimed virgin timber lands as their homes. The only lumberman appearing in the interest of the settlers was Henry Hardtner of Urania, La. There is no probability that the bill will be reached at this session of Congress.

Correspondence with the Interstate Commerce Commission discloses the fact that the New Orleans and Great Northern Railroad is requiring lumber companies operating along its line to equip their logging cars with air brakes, hand brakes, grab irons and steps. This has met with objection on the part of some of the companies, particularly with the Salmen Brick and Lumber Company. The Salmen company has installed air brakes, but says that it would be useless to fit logging cars with hand brakes and steps that would be knocked off daily.

Railroad tariffs increasing rates on lumber and other forest products from southern producing points to St. Louis and Ohio river crossings have been suspended by the Interstate Commerce Commission until January 28, 1915.

Species of Fish	Weight
Caught by	Date
Bought by	
Reputation for Veracity	Residence
Witnesses	
Reputations for Veracity	Residence
Where Caught	
Where Bought	
Of Whom Bought	Amount Paid $
Eaten / Disappeared / Sold / Amt Rec'd	
to / to / to / $	
To Whom Sold	
Subscribed and Sworn to before me	
to	
LIBRARY BUREAU, CHICAGO	Notary Public

Cold Storage Fish Records

Believing implicitly in the value of the methodical handling of records, and in the hope that those of our lumbermen friends who are keen followers of the finny tribe may be benefited, HARDWOOD RECORD has caused to be prepared, with the co-operation of L. J. Pomeroy, the brilliant young partner of Gus Landeck, and manager of the Chicago interests of the Landeck Lumber Company, the accompanying form, which will materially assist in the tabulation of fish "dope." The main purpose of this card is to furnish lumbermen-fishermen with some means of definitely and incontrovertibly tabulating records of catches in order that "ungullible" friends may have no possible chance of refuting tales of marvelous successes in raids on the denizens of the northern lakes.

If any other readers feel that this little suggestion will be of benefit to them, HARDWOOD RECORD is prepared to send out to its "reel" friends as many of these cards as may be necessary to cover each season's activities.

Wood Imports and Exports

The imports and exports of logs, lumber, and other forest products for August, 1914, are given in the following summary from official figures of the foreign commerce of the United States.

Imports, toys from Germany, $809,400, from other countries, $102,488. Cabinet woods, including mahogany, $355,721. Of this, $15,425 was the value of mahogany from Africa. Lumber from various countries was valued at $2,062,528, and the imported wood pulp was worth $1,575,223.

The exports of sawed and hewed timbers were valued at $305,982, and lumber $2,452,429. Exported furniture was worth $250,818, and agricultural implements $193.

Baltimore Exports, While Meagre, Have Encouraging Tone

The statement of exports from Baltimore for September shows a decided slump as compared with the corresponding month for 1913, and plainly indicates the effect of the war upon the trade. While August was a dull month, having been affected by the great conflict, the curtailment in the foreign forwardings in September was far greater, the value of the shipments being only a small proportion of September, 1913. All items on the list underwent a reduction. No logs at all were shipped, while the exports of oak lumber dropped from 1,563,000 feet in September, 1913, to 313,000 feet last month. Of spruce there passed out of this port last month not more than 86,000 feet against 2,600,000 feet in 1913. The shipments of staves amounted to 4,142, valued at $625, against 21,363, worth $1,930. Under the classification of "all other manufactures of lumber" a value of not more than $757 is recorded against $3,600 for the same month last year, while the value of furniture was $1,800 against $2,675, and of "all other manufactures of wood" $4,274 and $30,610. The total for the month was $27,155 against $207,294. Poplar did not figure at all in last month's foreign business. Unsatisfactory as the exhibit appears to be, it offers some encouragement, showing that in spite of most formidable obstacles the business did not come to a complete stop. What is even more gratifying is the fact that the current month has shown a very fair proportion of gain in the shipments over September. Poplar has been once more going forward, and there are other indications of a recovery, due for one thing to the fact that the vessels of the Allies encounter hardly any interference, but even more to the circumstance that stocks in the United Kingdom have run very low, and that a replenishing has become imperative. There is every indication that the foreign shipments will before long attain moderately large proportions, and that the special requirements of the various countries may even cause briskness in the trade. An increasing demand for heavy timbers is reported from England, and the prices offered are said to be, if not exactly attractive, at least sufficiently remunerative to arouse the interest of the exporters.

Canadian Souvenirs

The *London Timber News* says that Canada is making a splendid gift of flour to the mother country. It has been decided that the sacks, when empty, should be sold as souvenirs at five shillings each. Two-thirds of this sum will be devoted to the Prince of Wales' National Relief Fund, and one-third to the Belgian Refugees Fund. The sacks are all marked "Canada's Gift." Applications for the sacks as souvenirs accompanied by a remittance of 5 shillings, should be sent to the Hon. Secretaries, National Relief Fund, York House, St. James's Palace, London, S. W.

Car Statistics

The American Railway Association bulletin dated October 22 gives as a total surplus of freight cars on October 15, 154,342. This compares unfavorably with the surplus on October 1, which was 133,382. The surpluses on October 15 a year ago were 37,198, and the prior maximum record for total surplus was on October 14, 1908, when there was a total of 115,936 cars. It is gratifying to note, however, that almost one-half of the surplus increase is in coal cars. This class of equipment increases generally in all sections except New England and the Southwest, where there is a slight decrease.

Surplus box cars show a large increase in the Northwest and lesser increases in the eastern states, the Central Freight Association territory and Canadian roads. There is also a considerable increase in surplus of miscellaneous cars in the Northwest.

The total shortages remained practically unchanged. The shortage on October 15 was 2,360 cars, and on October 1, 2,355 cars.

Plans to Manufacture Wooden Toys in England

Efforts are being made to prepare for the manufacture in England of wooden toys and small woodenware, which before the war came almost exclusively from Germany. It is noted that vast quantities of waste material are burned in England, and that with a judicious outlay this might be turned into practical articles of commerce, and that most of these goods can be made wholly or partially by machinery.

It is suggested that an organization to attempt to manufacture samples of such articles be sent to English cottagers with a view to encouraging them to enter into the manufacture of wooden toys and to collect and distribute to retailers the finished article so as to secure the establishment of a useful rural industry.

The Gate City of the Sunny South

The above is the title of an attractive little pamphlet written by Adolph M. Schwarz, a prominent New York lawyer, setting forth his first impressions of Atlanta, Ga. According to the tone of the booklet Mr. Schwarz must certainly have been agreeably impressed with the [illegible]

RESULTS OF THE BUY-A-BALE MOVEMENT

perity and general aspect of that flourishing southern city. The opening paragraph describes his first impressions very aptly. It reads as follows:

"Atlanta's unprecedented growth; Atlanta's congested downtown traffic; Atlanta's sunny days and balmy evenings; Atlanta's inimitable geniality, sincere and hearty welcome to strangers coupled with the particularly characteristic Atlanta spirit can neither be described or defined. One must needs see it to feel it."

He goes on to describe his impression of Atlanta as a city telling of various points of interest and comparing them with similar points in other large cities. He describes the hotels, the banks, the skyscrapers, the shopping facilities, etc., and then goes on with a detailed account of the numerous amusements and social features, such as clubs, etc.

The booklet closes with a pleasing summary of the plans and ambitions of the energetic citizens of that busy community.

Germany and Austria's Furniture Export

In 1912, which is the date of the latest available statistics, Germany exported furniture of the value of $3,429,500 and Austria's was worth $5,480,000. Russia was Germany's best customer for these goods, and Roumania and Argentina took most of Austria's exports. Russia and Argentina are now closed as markets for furniture made in Germany and Austria. Probably no large amount of American furniture will be sent to Roumania and Russia, but many other markets should be open to us. The buyers of furniture will, in most cases, continue to buy.

A Perpetual Menace

Fires are a perpetual menace and are so common that little attention is given them except when the publication of figures puts the facts squarely up to the people. Property throughout the United States and Canada, representing a total value of $176,706,750, went up in smoke during the nine months which ended September 30. This total compares with $178,456,550 for the same period last year, and $177,520,650 in the first nine months of 1912.

Fire losses last month, according to figures compiled by the New York Journal of Commerce, were $14,383,050, as against $17,919,300 for September, 1913. There were 218 fires last month which caused, in each instance, a property loss of $10,000 or more.

Risk in Shipping Contraband Goods

The Department of State at Washington has defined the rights of shippers in this country who wish to sell to the nations at war. They may sell to whom they please and ship where they please, whatever they please, and they incur no penalty in doing so, except that if they ship contraband goods and they are captured by an enemy, this shipper loses without redress, except what the insurance companies afford. He is in danger of no other punishment. The United States government would violate its neutrality if it were to ship contraband material to a belligerent, but that does not apply when the shipping is done by an individual. This is an instance where the citizen has more liberty of action than the government. There is little danger at the present time of shipments to the allies falling into enemies' hands.

Too Much Standardization

At the present time when the tendency is toward standardization, it is interesting to note a complaint in England of too much standardization along a certain line. The war has called for large numbers of huts for housing the troops. The London Timber Trades' Journal says that these buildings appear to be erected according to standardized plans, with the result that one building in construction is like another as the two proverbial peas. From a military standpoint no doubt the adoption of building plans of a stereotyped design has its merits, such as uniformity of accommodation, easy allotment to troops, etc. On the other hand, when it comes to a question of the necessary materials, the duplication at short notice, upon a scale hitherto unattempted, of single pattern buildings involves the timber trade in awkward problems and the government, it may be suggested, in unnecessary expense. What does not appear to be fully realized by the authorities is that there is no similarity in the conditions governing the production of a natural commodity like timber, and of manufactured goods such as girders or iron sheets. When buildings are being erected all over the country to standard designs it is obvious that there will be a continual repetition of certain few lengths and sizes. These then become in general demand, and it is impossible to avoid prices rising. Even if enough timber of the particular section is available, the perpetual repetition of a particular length is only met by cross cutting to waste.

More variety in design is recommended in these buildings, particularly in the sizes of the dimension stock required. If that is done, there will be less trouble in procuring the material, and less delay in completing the work.

The Fortunate Gray Horse

Writing nearly two thousand years ago, a prophet described a vision, thus: "Lo, death appeared on a pale horse and hell followed with him."

The European buyers who have come to the United States to procure horses for cavalry in the armies, are taking no chances with "pale" horses. They will not buy a gray. A horse of that color is too conspicuous. When he appears on the horizon, the enemy's artilleries get the range at once, and in a minute or two the prophet's words are verified, for hell follows close on his heels until he gets out of sight, if he is fortunate enough to get away. So, the order has gone forth to take no gray horses for cavalry.

It is a question, however, whether the gray horses left behind in this country are fortunate or otherwise. They will have the loads to pull in cities, on farms, and in lumber camps. While the bays are battling in Europe, the grays will be hauling crossties in Arkansas or pulling stumps in Michigan.

Birch Bark Souvenir

A resident of Winnipeg, who is one of the pioneers of the West, recently received an interesting souvenir of his first trip to western Canada. While on his way to the Red River settlement in 1870, his party was crossing the marsh known as the Dismal Swamp when he became possessed of a desire to write home. He accordingly stripped some bark from a birch tree and wrote several pages, letter size, which were despatched at the first opportunity to his mother at Belleville, Ontario. His mother having recently died, the letter was discovered among her treasured mementoes and sent to Winnipeg. The writing is as clear as on the day it was written, forty-four years ago, though the bark has grown tender with age.

American Woods in Venice

A recent consular report from Venice states that pitch pine is popular and much used there, competing with larch from the Austrian and Italian mountains. American oak is used to some extent, limited by its cost. Red gum has been known but a few years, but is appreciated for its smoothness and ease of working, although its liability to warp is objectionable.

Restricted Logging in North

Winter logging operations in Michigan hardwood tracts will not compare with operations in other seasons when the market has been stronger. However, reports indicate that there will be a fair logging in some parts of the state. While it is anticipated that operations in the northern part of the lower peninsula will be somewhat restricted, a goodly number of camps will operate in the upper peninsula in which are located many of the finest virgin tracts. Several contractors who will cut from 1,000,000 to 6,000,000 or more feet of hardwood have already started their camps.

There will be a great quantity of hardwood cut in camps which will get out pulpwood and cedar products, for which there is a good strong demand and upon which many camps will center their work. It is necessary to cut some hardwood and when owners are logging the lands they will cut all hardwood necessary to get other products rather than go over the land twice. Several companies announce their intention of holding the hardwood logs just as they are cut and drawn from the woods until the market improves.

Wooden Steering Wheel Rims

The wooden rim is the ideal one for steering wheels, according to *The Handle Trade*, and it is not only common on automobile and motor trucks but it is being found in use on motor boats and the volume of demand seems to be large enough to make it an interesting item, especially to those working in hickory and ash and those woods that will make rims.

Steering rims are made of various sizes ranging from eleven to eighteen inches inside diameter; some are bent and some are made of sawed segments fitted together. Whether bent or sawed the rims must be rounded off and finished, which calls for a special machine. One of the machines used for this work has two sets of jaws or chucks for gripping the rims while they are being shaped, one which grips the outside and holds and revolves it while the inside is being shaped and another set which grips the same rim on the inside while the outside is being shaped.

Steering rims can be made on frizzers or on regulation shaper heads but where one has a quantity of them to make it is better to use machines designed especially for this work just as one would use special machines for shaping bent handles.

Sawing Oak in England

It is customary among English mills which saw oak to keep the lumber from each log separate in the yards and kilns. The buyer thus gets the same grain and color, log by log, and can match his cabinet work. The same policy is followed in the United States when finely figured veneers are cut. The product of every log is kept to itself, because the figures match.

Keystone State Mousetraps

Manufacturers in Pennsylvania are shown by statistics to be the greatest makers of mousetraps in America. They make many kinds, but those partly of wood are of chief interest. A million and a half feet of lumber are required yearly to meet the demand for the little killing machines. One style garrotes the mouse by catching him by the throat with a wire loop, and holding him in a death grip until the last farthing of the penalty is paid; but another style gets in its work more quickly. A stout wire spring is held down by a baited trigger, and when the unsuspecting little varmint ventures up for a nibble, the released spring whales him across the back, and the deed is done.

The kinds of wood usually employed in the mousetrap business in Pennsylvania are beech, maple, yellow poplar, red gum, and white elm. Many other woods will answer as well, but the interesting point is the quantity. A train of seventy-five cars loaded with lumber looks like a

whole lot to go into mousetraps in a single state in one year, but that is the tale told by statistics.

It is claimed that each trap is good to catch 365 mice a year. Some do much better, but take that as a conservative average and figure results. It means the capture of 5,475,000,000 mice a year. The average length of a mouse, tail and all, is at least four inches. String these dead mice out, nose to tail, in a straight line, and the line would reach from the earth to the moon, with enough mice left over to reach four times round the earth at the equator, and a residue of mice remaining, stretched out, nose to tail, in a line four thousand miles long. This is astounding, but any one acquainted with Pittsburgh will not doubt it. Besides, the government collected the figures which show the amount of wood going into mousetraps, and that is the basis of the whole estimate.

Enormous Apple Wagons

Specializing goes to the extreme limit. At Martinsburg, W. Va., which is the center of a famous apple region, an enterprising vehicle manufacturer has put an apple wagon on the market, and it is said to be filling a long felt want. It carries a 24,000-pound load of fruit from the orchard to the railroad. That is from six to ten times the ordinary load of apples carried by farm wagons. Evidently the orchardists of that region are not in favor of too many trips, and prefer taking larger loads and fewer of them. They are favored by a nearly level country and the finest limestone roads in the world. That region lies in the famous valley of Virginia which was so completely devastated during the Civil war that it was said "a crow flying over must carry its knapsack with it, if it expects to eat anything on the way." The apple wagons are made by the Auburn Wagon Company, Martinsburg, W. Va.

Wage Regulations in Mexico

There is small likelihood that American workmen will be tempted to leave jobs on this side of the line in hope of bettering their condition in Mexico.

A decree under date of September 15, 1914, by Governor Eulalio Gutierrez, fixes the minimum wage in the state of San Luis Potosi at 21 cents, American money, per day, to be paid in cash. In mines the minimum wage is fixed at 35 cents, United States currency. The 9-hour day is also decreed. Employers who have been paying more than the minimum are forbidden to reduce wages to the minimum. Workers on farms must be supplied free water, wood, and shelter. By the same decree company stores are abolished. All debts contracted by laborers to employers expire by limitation in one year. Employers are prohibited from placing any obstacle in the way of laborers who desire to change their place of employment or to accept other employment. The wages of laborers are exempted from garnishment.

Probably the most important article of the decree provides that in view of the exceedingly low wages heretofore prevailing all loans and advances heretofore made and now outstanding against the laborers, must be considered as a voluntary supplement to the inadequate wages and are therefore declared liquidated and canceled.

Woodworking Machinery Markets

The London *Timber Trades Journal* advises British manufacturers to get busy and capture the woodworking machinery markets which the Germans have relinquished under stress of circumstances. If any markets are to change hands, the United States manufacturers will doubtless be on the ground to profit by the redistribution.

The empire of Russia also offers an unlimited market for woodworking machinery, and the demand in that country after the war will be unprecedentedly great. With the exception of a few American, Swedish, and Norwegian machines, the trade hitherto done in that vast field has been by German firms. A good opportunity presents itself for well-known American makers to push their trade by opening show-rooms and offices at Petrograd, Moscow, and other centers, employing capable Russian travelers, and making arrangements to modify and adapt their terms to the customary conditions of Russian trading.

The South American market is also another sphere in which the German manufacturers have not been slow to push their goods. Enterprise on the part of American manufacturers should open up an extended sale among the Spanish-speaking people in that vast quarter of the world.

City and Country School Children

Primary schools and the lumber business may not appear to be closely enough connected to justify a discussion of such schools in a lumber journal; yet there are some points of contact. Whether the lumberman works in the woods and lives in the country, or sells lumber at the yard, or converts it in a factory, and lives in the city, if he is a man of family he is interested in the wellfare of his children while they are passing through their first years at school. He not only pays taxes to help support the schools, but he should be and usually is interested in neighborhood betterment.

A recent number of the West Virginia School Journal discussed the comparative health of country and city school children. Statistics from various state and national commissions, committees, and investigators were quoted as authority for interesting and somewhat astounding statements. It will prove a surprise to most persons to learn that the country school child is from fifteen to twenty per cent more defective physically and mentally than the city child.

In Pennsylvania a study of 1,831 rural school districts was contrasted with a similar study of the health of the school children in Harrisburg, Pittsburgh, and Altoona. The percentage of defective children in Altoona was 69, in Pittsburgh 72.2, while in the rural districts studied, the aggregate of defective children studied was 75 per cent. This means that three-fourths of the 294,427 country school children in Pennsylvania are in need of special care and treatment, while even in New York City only 72 per cent of the children are at all defective.

The investigation of specific defects gives the same results. For instance, a comparison of the school children of Orange county, Va., with those of New York shows that with all the dangerous surroundings and disadvantages of city life, the number of New York school children with lung trouble amounts to less than one per cent, while 3.7 of all the school children in Orange county, Virginia, suffer from some affection of the lungs.

When the nutrition of rural school children was considered, it was supposed that here, of course, the country child would greatly surpass the child in the city, yet such was not found to be the case. The same startling results are found when figures for mental defectives are compared. Statistics from twenty-five cities, and from rural districts in Pennsylvania, Massachusetts, New Jersey, Idaho and Virginia were compared, showing that the average of mental defects among city children was 0.2 per cent, while the average among rural school children was 0.8 per cent. Heart disease is twice as prevalent among country children as among city school children. City school children have only 0.13 per cent of curvature of the spine, while rural school children have 3.5 per cent. Ear troubles are five times and eye troubles are four times as frequent amoung country children. Adenoids are found in city school children 8.5 per cent, but in the country the percentage is 21.5. The children in twenty-five cities showed an average percentage of enlarged tonsils of 8.8, while a similar number of country children showed over 30 per cent, and in Idaho the percentage ran up to 43.9.

It was found that even in the slums of cities, where the pinch of poverty is the sharpest, the food is better prepared than it is in the country, while the distance from dentists, oculists and clinical advantages accounts for the large number of defects in sight, hearing and teeth. Country houses are often drafty and overheated. The chances for house infection are greater and children are more exposed to cold, heat and dampness. The school houses are often old and carelessly built and poorly equipped. In some states there is no regulation of the sanitation of country schools. Heating is generally by means of a stove, and bad ventilation is usually the result. Seating accommodations are bad and general sanitary conditions often unspeakable. Frequently the only provisions for cleanliness are a pail of water, a dirty basin and a common towel. Drinking arrangements are bad and drinking water often contaminated. Now take into consideration the many other contingencies which the country child has to meet—physical labor, chores before he starts for school in the morning, a badly assorted breakfast, a long walk over bad roads—then subject him to infection, to bad water, and it is no wonder that he falls prey to a dozen maladies more readily than the city child.

The result of this survey of rural schools cannot fail to shatter some of our previously conceived views regarding rural conditions, and at the same time point out the remedy.

Will Curtail Mahogany Cutting

It is stated in the London trade papers that African importers have, since the outbreak of hostilities, taken steps to stop cutting mahogany, and as steamers are not returning to the West Coast of Africa, it follows that there will be no boats to bring even available supplies forward. The holding of auction sales are determined by the sellers, and, as they believe conditions favor them, it follows that full advantage is likely to be taken of diminished supplies so as to advance prices.

Hardwood News Notes

MISCELLANEOUS

The Bird Table Company of Jamestown, N. Y. has recently been reorganized.

J. D. Pribble, Glasgow, W. Va., is planning the establishment of a veneer mill at that point.

The Central Cabinet Company has filed an application for a charter at Philadelphia, Pa.

The Booth Manufacturing Company of Howard City, Mich., has filed a voluntary petition in bankruptcy.

The Kansas City Mill Work & Moulding Company of Kansas City, Mo., is reported to be out of business.

At Parkersburg, W. Va., the Parkersburg Handle Company is a new incorporation, its capital being $10,000.

The Charleston Veneer Works has been incorporated at Charleston, W. Va., with a capital stock of $15,000.

The Rhoda Lumber & Veneer Company has been incorporated at Rhoda, La., with an authorized capital of $10,000.

The Brookston Box & Lumber Company has been incorporated at Brookston, Minn., with a capital of $25,000.

At Owensboro, Ky., the Owensboro Chair Manufacturing Company has become involved in a voluntary petition in bankruptcy.

The Fletcher Savings & Trust Company has been appointed receiver for the Premier Motor Manufacturing Company, Indianapolis, Ind.

W. P. Ketcham, formerly of the Ketcham Lumber Company, Chicago, died on October 10 at Pasadena, Cal., at the residence of his daughter, Mrs. Edwin J. Bowes, Jr.

CHICAGO

M. L. Pease of the Galloway-Pease Company, Poplar Bluff, Mo., is spending several days in Chicago on one of his regular business trips.

Earl Bartholomew of John B. Ransom & Co., Nashville, Tenn., has been around the city for quite a little while, and while here the last time completed the arrangement for the establishment of a warehouse in which will be carried a regular stock of the famous Acorn brand of oak flooring manufactured by the Nashville Hardwood Flooring Company, one of the allied Ransom interests.

Henry A. Batchelor, Jr., president of the Tennessee Oak Flooring Company, Nashville, Tenn., passed through Chicago on October 12 with his family on his way to Saginaw, Mich.

William H. White of Boyne City, Mich., was one of the prominent northern visitors to the Chicago trade recently.

A. T. Goldsmith, general manager of the Radford-Portsmouth Veneer Company, Radford, Va., was in the city the greater part of last week.

J. D. Allen, manager of the veneer department of the Anderson-Tully Company, Memphis, Tenn., came to Chicago a few days ago and will be here for several days.

HARDWOOD RECORD has received from the Day Lumber & Coal Company, Clay City, Ky., a letter stating that the general offices of the company have been located at Jackson, Ky., since October 12.

NEW YORK

Schedules in bankruptcy of Gochnour & Soble, hardwood wholesalers of 1 Madison avenue, show liabilities of $8,500 and assets $6,700.

Stultz Brothers, manufacturers of pianos, this city, have been petitioned into bankruptcy. Liabilities are said to be $50,000. A. L. Hernstein has been appointed receiver.

Judge Mayer has confirmed a composition of Charles Koster, architectural woodworker, with creditors at fifty cents on the dollar, in notes at three and six months.

Real estate men from the entire state met in annual session in New York, October 16 and 17, to discuss present affairs in their field of endeavor. There was much informal testimony of the current quiet in real estate circles, though the outlook is viewed more favorably. Following adjournment of the sessions the visitors made a motor trip to Queens Borough as guests of the Queens Chamber of Commerce.

BUFFALO

Echoes are still coming in of the outing given by the Buffalo Lumber Exchange at North Boston, this county, on October 7. So enthusiastic is everybody that some of the dealers made a second trip and it is agreed as nearly as such things can be that they will all meet under the big chestnut tree next year. How much of an "old chestnut" the agreement will be by next October is hard to say, but it is not likely there will be as many actual chestnuts on the trees next year as there were this time. If F. M. Sullivan and his associate chefs in the hardwood trade, E. J. Sturm, C. A. Perrin and E. A. Nostrand, get up two better meals then than on this occasion they will have to take cooking lessons next winter.

The J. M. Briggs Lumber Company has been organized here to handle hardwoods and general lumber. It succeeds J. M. Briggs & Co. The office is on the ninth floor of the Ellicott Square. The company is incorporated with $25,000 capital and the directors for the first year are J. M. Briggs, N. C. Eastman and H. C. Albee. Alfred Swanson is also connected with the company.

Taylor & Crate are giving much attention to forestry on their southern timberlands and are working out a careful system of looking after timber, of keeping out trespassers and of preventing and putting out fires.

J. B. Wall, president of the Buffalo Hardwood Lumber Company, has recently spent two weeks in Alabama, looking after the interests of the company. He also stopped at Memphis on business.

Blakeslee, Perrin & Darling state that the lumber trade is quiet, but that it is a little better than several weeks ago. Plain oak and maple are the leading woods.

The Yeager Lumber Company, Inc., states that there is no general improvement in the hardwood demand. The yard is selling more oak than anything else, with a small sale for poplar.

Davenport & Ridley are getting in some stocks of white ash, which is said to be in fair demand. B. F. Ridley recently returned from a trip to the mills in Pennsylvania.

The Hugh McLean Lumber Company is opening its mill at Birmingham, Ala., which will operate on oak and poplar. Trade is said to be slow in this territory at present.

Miller, Sturm & Miller say that the local demand for hardwoods has shown improvement lately, though business is not up to the usual average. Oak and maple are in chief demand.

Charles A. Cyphers, as president of the Buffalo Incubator Company, has filed a voluntary petition in bankruptcy. Indebtedness is $48,177, while assets are stated as $131,274.81. About $100,000 of assets are tied up in real estate and insurance policies.

PHILADELPHIA

The W. J. Donnell Lumber Company, Perth Amboy, N. J., was incorporated under New Jersey laws October 5. Capital, $120,000.

Judge Lloyd, in the circuit court of Camden, N. J., handed down a decision on October 7, against six fire insurance companies, ordering them to pay $27,847.50 to Lewis Starr, receiver for Joseph Mick, a bankrupt lumber merchant of Laurel Springs, N. J. Mick's lumber yard was destroyed by fire on June 28, 1911, and a receiver appointed, but he was unable to meet obligations because of the refusal of the insurance companies to settle the claims, which amounted to $30,000. The receiver says when the claims are settled the creditors will be paid dollar for dollar.

The New York Shipbuilding Company, Camden, N. J., has been agreeably awarded a contract to build one of the new dreadnoughts ordered by the government recently. The bid was $7,195,000. This will mean continued activity in this yard for months to come.

The United States appellate court handed down a decree refusing to consider the appeal of the five convicted officers of the International Lumber & Development Company for a new trial. The last resort of this bunch is the United States supreme court, where this case may be heard on constitutional questions.

Robert C. Lippincott has removed from the Crozer building to 537 and 539 Land Title building. Nathan B. Gaskill and George E. Lippincott will be associated with the business.

Lumbermen's Exchange held its monthly meeting on October 8, at 4:30 P. M., President William H. Fritz in the chair. The small routine business was soon transacted, after which the members in waiting automobiles hied themselves to the Huntingdon Valley Country Club, on the York road, where they enjoyed a dinner par excellence. The evening was devoted to general amusements. A Mr. Kelly, resourceful in jokes and anecdotes, kept the boys in roars of laughter, and Edward F. Henson, Eli B. Halloweil, James L. Richardson, Frederick S. Underhill, Paul P. Pearson, James B. McFarland, Jr., W. H. Wyatt and Ralph Souder, an octette of creditable musical efficiency, rendered some familiar selections in well simulated grand opera style. Horace A. Reeves, Jr., entertained the bunch with a very classic solo entitled, "When Towser was a little dog." The evening as an entertainment was a rousing success.

Al G. Flournoy, sales manager, and W. A. Ruddick, salesman for the Virginia & Rainy Lake Company, Virginia, Minn., were recent visitors to the exchange rooms. The E. P. Burton Lumber Company and the Ellwood Allen Lumber Company are on the boards for membership in the exchange.

PITTSBURGH

The Fayette Lumber Company of Uniontown, Pa., has secured a large tract of timber near Humbert, Somerset county, Pa., and is building a branch railroad into the tract. A considerable amount of good hardwood will be cut.

The Kendall Lumber Company of this city is considering building a plant near Cheat Haven, W. Va., to cost $60,000. This is one of the largest manufacturers of hardwood timber in this district.

The Craig Lumber Company reports that there will be considerable good buying of hardwood on the part of window glass concerns following the settlement of the wage scale. Chestnut is pretty sure to share liberally in this trade.

The Salt Lick Lumber Company which maintains an office at 5033 Jenkins arcade in this city, is running its mill steadily on the Licking river in Kentucky. It has worked up a fine trade in its specialty, oak flooring, in this district and also has a big local trade in Kentucky and West Virginia in basswood.

The West Alexandria Lumber Company of West Alexandria, Ohio, has filed a petition in bankruptcy—liabilities, $29,801.63; assets $25,312.29. The Woodman Lumber Company of Cresson, Pa., also filed a petition in bankruptcy and the creditors will hold a meeting in Pittsburgh, October 29. The members of the concern are Harry W. and David E. Brown.

Two big plants have been located in the Pittsburgh district during the past week. The Pittsburgh Industrial Development Commission located at Carnegie, Pa., a steel company which will build a plant 700 feet long at once. At Vesta, Pa., twenty miles up the Monongahela river, the Williams Tire Company of Glassport, Pa., has bought ten acres and will build a $300,000 plant.

The bond-holders of the Allnite Coal & Lumber Company, a subsidiary of the Pittsburgh-Buffalo Company which went into the hands of a receiver last winter, held a meeting in Pittsburgh October 6. A favorable report was made concerning the property of the company in Kentucky. This concern's issue of bonds is $500,000 of which only $260,000 are outstanding.

C. J. Glass of Muncy, Pa., has bought a big tract of virgin timber in Brady township near Luthersburg, Pa., and will cut off about 1,000,000 feet of chestnut and hardwood as fast as possible.

Manager Brown of the hardwood department of the American Lumber & Manufacturing Company, paid a two weeks visit to Canada lately. He

found hardwood buyers greatly discouraged over the business outlook on account of the war.

G. C. Adams, sales manager of the Duquesne Lumber Company, reports business quiet. The company's eastern office is doing fairly well and its mill at Breamer, Tenn., is running steadily.

The Foreign Trade Commission organized lately through the efforts of the Pittsburgh Chamber of Commerce and the Pittsburgh Industrial Development Commission called a meeting of 300 manufacturers of Pittsburgh at the Hotel Schenley, October 20, when further means to secure foreign orders for this district were considered. President J. Rodgers Flannery of the Commission will go to London in a few days to work up English business.

JAMES & ABBOT COMPANY
Lumber and Timber
No. 165 Milk St., BOSTON, MASS.

The Southern California Hardwood & Manufacturing Company, Los Angeles, California

calls the attention of the trade to its

"South Sea" Brand of Philippine Mahogany Directly Imported

from a mill cutting the finest mahogany in the islands.

We were fortunate in securing a large cargo just after the war was declared and are able to offer this fine figured wood at prices much lower than other mahoganies.

Our SOUTH SEA MAHOGANY is rapidly increasing in favor wherever it has been tried. Especially fine for interior trim, show cases, fixtures, and furniture. Carload prices quoted and samples sent upon request.

Southern California Hardwood & Manufacturing Co.
Los Angeles, California

AT HALF PRICE
STEAM SKIDDER
AND LOADER COMBINED
Clyde Modern Equipment. Used about sixty days. Operations discontinued. No further use for it
For Particulars Write
GOGEBIC LUMBER CO.
GRAND RAPIDS, MICH.

The Petersons of Jamestown, N. Y., have bought the Port Allegany Furniture Company at Port Allegany, Pa., and are equipping the plant with up-to-date machinery. They will manufacture pedestals and will have the plant running in full in a short time.

BALTIMORE

The executive committee of the Interstate Association of Mantel and Tile Dealers is scheduled to meet in Baltimore November 12 and 13, to make arrangements for the national convention of the organization, which will be held here February 9, 10 and 11, of next year. Between 300 and 400 mantel and tile dealers will be brought to this city for the convention, and all portions of the United States are to be represented.

The Marvil Package Company of Marvil, Del., has given a contract to the Sharptown (Md.) Marine Railway Company for the construction of a large barge to be used in the transportation of gum timber from the South, this vessel making the third so employed.

There are indications that the activity in building at Baltimore will be smaller than it has been during practically the whole of the present year so far. September shows a marked reduction in the value of the structures for which permits were issued, due manly to the fact that the banks, trust companies and building associations, are holding down on loans. It is stated in this connection that one of the largest of the building associations was cut down in its loans by the banks to about one third of its former credits, and this is having a decided effect upon new construction. That the demand for lumber used in building will be affected accordingly is likely, and the demand for hardwoods from this source may consequently be expected to undergo a contraction. The total estimated value of the buildings for last month was only $464,743.

The first wooden block pavement to be put down here in some years has been contracted for. It will be laid on South street, from Lombard to Baltimore, and on Guilford avenue, from Baltimore to Fayette streets. The George Long Contracting Company has the contract, its bid having been $9,478.75, or at the rate of $2.75 per square yard. The blocks to be laid are creosoted.

M. S. Baer of Richard P. Baer & Co., was in the Middle West practically all of last week, getting in touch with the firm's patrons in the section, and also calling on the firm's representative at Columbus, O. He states that he found business moderate, with indications more encouraging than he had expected.

John L. Alcock & Co. are making a search for a shipment of 100 tons of Circassian walnut, which was loaded on the German steamer Kerkyra at Battoum, Russia, just before the war broke out, the vessel leaving July 30. The shipment should have been sent to Rotterdam, and thence transshipped to one of the Holland Line steamers for Baltimore, but to escape capture the Kerkyra put in at Constantinople, where the logs were unloaded. What became of them afterward the firm has not so far been able to ascertain. The non-arrival of the logs is all the more annoying for the reason that they had been actually sold at a good figure, dependent, of course, upon delivery.

INDIANAPOLIS

The Island Creek Lumber Company of Peru has dissolved.

Application for a receiver for the Beech Grove Lumber Company, Beech Grove, has been made by C. S. Eaglesfield, treasurer of the company.

Claude Hixon, twenty-six years old, manager of the True & True Lumber Company, Bainbridge, was killed in an automobile accident recently.

The American Playground Device and Swing Company has reorganized with $50,000 capital and will move its factory from Terre Haute to Anderson.

Aaron J. Wolfe, with vast lumber interests in Indiana, Illinois and Arkansas, died at his home in Crawfordsville recently. He was sixty years old. Burial was at Waveland, his former home.

Showers Brothers, furniture manufacturers at Bloomington, have just equipped a plant for the manufacture of kitchen cabinets in addition to their other business.

The Swain-Roach Lumber Company of Seymour, with mills at Seymour and Crothersville, expects to shut down its mill at the latter place for the winter.

H. J. Schied, R. B. Wilson and J. D. Wilson have organized the American Wood Products Company here with an authorized capitalization of $100,000. It will manufacture a large line of wood products.

The Hoosier Veneer Company of this city, manufacturer of veneers and hardwoods, states that its present production is one-third less than it was at this time last year.

Detachable wood handles for all kinds of tools, will be manufactured by the Doddridge-Beck Detachable Handle Company just organizeed in this city by J. C. Beck, Joseph F. Ankenbrock and George J. Meyers. The company is incorporated with an authorized capitalization of $25,000.

MEMPHIS

There has been some further curtailment of operations in the Memphis territory, but, while some mills are closing down, there are others which are preparing to resume operations. Resumption, in most instances, is due to the fact that here are certain kinds of lumber which have been sold up so closely that it is necessary to cut more to prevent stocks from becoming very much broken. Among the mills which have just started

up again is that of the Bellgrade Lumber Company, at Isola, Miss. A short time ago the mill of R. J. Darnell, Inc., at Batesville, started operations. Within the past few days the big band mill of Russe & Burgess, Inc., has been completed and started running. This firm has about 1,500,000 feet of timber on hand which will have to be converted into lumber. On the other hand, the Gayoso Lumber Company, which has been running both day and night most of the time, has shut down and will remain down indefinitely. Advices received here from Purvis, Miss., indicate that the big mill of the Hand-Jordan Lumber Company had ceased operations. Similar advices have been received from some other points and, despite the fact that there has been resumption on the part of some mills, the tendency has been toward decreasing rather than increasing production.

J. D. Flanagan and associates of Grand Rapids, Mich., will establish a hardwood plant at Hazlehurst, Miss., where they have already taken a long lease on the site and equipment of the Hazlehurst Lumber Company and have made arrangements for the remodeling of the plant. New machinery and other necessary equipment have already been purchased and are now in process of delivery. It is planned to have the new machinery in operation as soon as possible.

Exporters here report the uncertainty in ocean rates as one of the chief handicaps under which they are laboring. They say that this condition leaves them without any fixed basis on which to figure. It is reported that last Monday morning rates to both Liverpool and London were from five to six cents higher than the previous week, an advance of from fifteen to twenty per cent. Exporters say that the steamship companies raise or lower rates at will, in accordance with the amount of cargo offered. Selling lumber abroad at present is a very difficult matter under the most favorable conditions, and the fluctuating tendency of ocean rates only tends to make bad matters very much worse.

The Anchor Saw Mill Company is doing a very satisfactory business. It manufactures boat oars and other products and is shipping these to both Italy and England. Mr. Dickinson, the manager, is congratulating himself upon the splendid luck the company had in getting its shipments delivered after the war broke out. It had an immense amount of stock on the water when hostilities opened but every item has already been delivered and accounted for. This firm is not only running its plant at Memphis, but is also operating the machinery which was recently installed in Louisiana.

There will be an important conference held here November 19 and 20 for the purpose of arranging more definite plans for capturing business in South America. This will be held at the Business Men's Club, but it is hoped that there will be representatives from all parts of the Mississippi valley. The Chicago Chamber of Commerce has definitely decided to send more than twenty representative business men and the New Orleans Chamber of Commerce has also indicated that it will be well represented at this gathering. J. M. Tuther, secretary of the Business Men's Club, is already getting out much literature on the subject and this is being sent broadcast throughout this territory in the hope that there may be as large a meeting as possible. Business men generally recognize that the present furnishes an excellent opportunity for getting after South American trade, as England and Germany, which have been doing the bulk of this business, are now engaged in a war which makes it practically impossible to supply the needs of their South American clients. The lumbermen of Memphis are anxious to increase their trade with South America and they are going to take an active part in the meeting. All of the South American business has been financed through London and it is hoped that, at this conference, a plan may be arranged whereby the financing may be done through New York or some other center in America.

James R. Blair, for a number of years manager of the L. H. Gage Lumber Company and the Crittenden Lumber Company, first with headquarters at Memphis and later at Earle, Ark., has resigned his position to accept the management of the big double band mill of R. J. Darnell, Inc., at Batesville, Miss. Mr. Blair brings to his new duties a wide experience in the manufacture of hardwood lumber and a broad knowledge of the requirements of the American and foreign trade as applied to southern hardwoods. The firm is being congratulated upon having secured the services of Mr. Blair. The mill of R. J. Darnell, Inc., at Batesville, was finished some months ago and, while it closed down immediately after the war, operations have been resumed on one side within the past two or three weeks.

The Cybur Lumber Company has sold to the Cybur, Gulf & Northwestern Railway Company its 12-mile line in Pearl River county, Mississippi, for a consideration of $65,000. This road was used for a number of years for private purposes, including the hauling of lumber and logs. With organization of the purchasing company, however, it will enter the field as a common carrier and will do both passenger and freight business. This road runs through a section which is very rich in timber resources. The capital stock of the Cybur, Gulf and Northwestern Railway Company is $75,000 and C. W. Zimmerman, of Mobile, Ala., is president.

D. D. Nellis, manager of the Memphis branch of Jno. M. Woods & Co., Boston, who recently suffered a slight stroke of paralysis, has recovered sufficiently to be at his office again. While he was at no time dangerously ill, he was confined to his bed for a number of days and some anxiety was expressed by his numerous friends, who are congratulating him upon his early recovery.

The Henry Maley Lumber Company of Yazoo City, Miss., which recently

The White Lake Lumber Co.
Peoples Gas Bldg., CHICAGO, ILL.
Northern and Southern Hardwoods
CAR STOCK
WHITE PINE YELLOW PINE
High Quality—Prompt Delivery
WE WANT TO MOVE AT ONCE
10 cars 1" No. 1 Common Basswood
5 cars 1" No. 2 Common Basswood
30 cars 1" Red or White Oak, all grades
40 cars 1" Red and Sap Gum, all grades
Send us your inquiries
The last two items are but one-half dry

Rockcastle Lumber Co.
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OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD
Anything in Hardwoods
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MANUFACTURERS
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ROUGH AND DRESSED
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COLFAX HARDWOOD LUMBER CO.
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ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
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Southern Hardwoods
is one of the most complete and largest in the state
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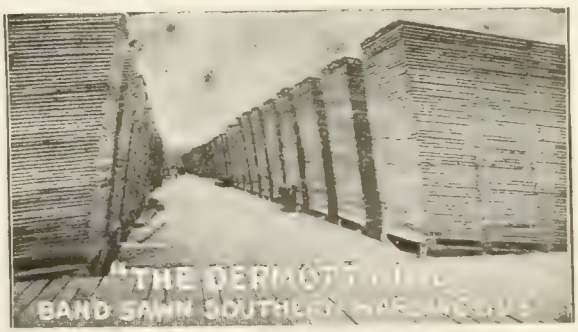
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DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

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OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
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decided to remove its plant from that point to Jackson, has held a conference during the past few days with officials of the Illinois Central regarding the necessary trackage facilities at Duttoville, a suburb of Jackson, where the plant will be located. Engineers are already making the necessary surveys and plans will shortly be completed for the removal.

The Poinsett Lumber Manufacturing Company of Trumann, Ark., has opened offices at Memphis, through which the output of the firm will be sold and through which the necessary timber requirements will be purchased. The offices are located in the Exchange building and are in charge of A. B. Turner. This company has a band mill and veneer plant at Trumann. The former is in operation, but the latter is closed down for the present.

The Southern Railway has recently filed an order for 15,000 tons of steel rails to be used on its system. Part of these will be laid between Atlanta and Washington, but a considerable portion will be used for the yards now being completed at Buntyn, just east of Memphis. These yards are being constructed at a cost of about $1,000,000. This order is one of the largest that has been filed by a southern railroad in some months.

G. D. Burgess of Russe & Burgess, Inc., has returned from an extended business trip which carried him through Chicago and most of the northern and eastern lumber centers, as well as through several points in Canada. Mr. Burgess says that it was possible to sell some lumber but that the demand is far from keen and that there is no disposition on the part of either consuming or distributing interests to anticipate their requirements.

Southern business men generally are congratulating themselves upon the practical completion of the plans for a $150,000,000 fund to be loaned to cotton planters for a period of twelve to eighteen months on the basis of $30 per bale. It is believed that this is the most tangible effort which has been made to relieve the situation in the South caused by the European war and bankers and business men generally are awaiting with much interest the actual putting into effect of this plan. It is proposed by this method to retire 5,000,000 bales of cotton from the market for at least a year and the loans are so made that they can be renewed for six months at the expiration of the first year. The loan value agreed upon by the syndicate raising this fund is practically as great as the selling price of cotton and there is no doubt that every dollar of the money will be taken in very short order. Warehouse receipts are to be given as the basis for the loans. Every effort has been made to afford relief to the people of the South because of the recognition of the fact that undue depression in the South would necessarily be felt throughout the United States. It is believed that this plan will enable merchants and farmers in the South to meet their obligations which begin to mature around the first of November, and that it will bring about greater commercial and industrial activity than could have been secured in any other way.

BRISTOL

The mills throughout this section have nearly all closed down, as a result of dullness in the trade, and expect to remain closed until conditions improve materially. A goodly per cent of the mills now operating expect to close soon, while others are working on timber that must be moved in a specified time and are therefore compelled to run. Most of the lumbermen do not anticipate that they will start up again before April 1, unless there should be radical improvement in the trade.

The yards in this section are not so well stocked as last year. Only a small per cent of the yards have more stock than at this time last year while a large majority of them have less. It is believed that the present curtailment will soon equalize the supply and demand, which will result in improved business. The lumbermen here think business will rapidly adjust itself to the present extraordinary conditions, growing out of the European war.

The Paxton Lumber Company of this city is still running one or two of its mills, due to the fact that it has some timber that must be cut, but expects to close down entirely at an early date. The Bristol Door & Lumber Company, the Peter-McCain Lumber Company and others are entirely closed down. Both report less stock on hand than at this time last year and the Bristol Door & Lumber Company over forty per cent less.

Reports from east Tennessee and southwest Virginia, especially among the larger mills, indicate that there is a general movement to close the mills and remain closed until business improves. The lumbermen say they do not believe it is profitable to operate under present conditions. The situation has not, as yet, affected the price of timber as many operators have their eyes on new boundaries they had hoped to buy at a lower figure, as a result of the present depression.

COLUMBUS

The Smith-Howe Lumber Company, which was incorporated recently with an authorized capital of $10,000, has opened offices in the Brunson building to deal in wholesale lumber. T. E. Smith, formerly connected with the South Side Lumber Company, is general manager.

A survey of building operations in Columbus shows that building is the most active on the East Side. This is due largely to the comparatively low price of building lots. There is also an active building area around Olentangy park in north Columbus. The buildings consist largely of dwellings, double houses, flats, apartments and small store buildings.

Papers have been filed with the secretary of state decreasing the capital

of the Dewey Stave Company of Toledo from $300,000 to $30,000

The Blodgett Lumber Company of Warren, Ohio, which has occupied a portion of the plant of the Lyman Paul Company, will move to a Michigan town.

The Rogers-Abbott Lumber Company of Concinnati has been incorporated with a capital of $25,000 to do a general lumber business by E. C. Rogers, W. H. Abbott, N. R. Abbott, A. E. Rogers and H. L. Rogers.

The Elk River Coal and Lumber Company of Clay, W. Va., has opened an office in the Columbus Savings and Trust building, Columbus, with C. M. Anderson in charge.

The plant of the Valley Lumber Company of Youngstown, Ohio, has been damaged to the extent of $6,000 by fire of unknown origin.

Work has been started on the line of the Chesapeake & Ohio railroad to connect Columbus and Portsmouth which parallels the Norfolk & Western. The concern will build a $3,000,000 bridge across the Ohio river at Sciotoville.

The Portage Furniture Company, with an authorized capital of $6,000, has opened a factory at Akron, Ohio.

F. B. Pryor of the W. M. Ritter Lumber Company reports a fairly good demand for hardwoods. Prices are pretty well maintained and the prospects for the future are brighter. He says buying on the part of factories is increasing and now counterbalances the retail demand.

A. C. Davis of the A. C. Davis Lumber Company reports a fairly good demand for all varieties and grades of hardwoods.

J. A. Ford of the Imperial Lumber Company reports a good movement of hardwood stocks in this territory.

LOUISVILLE

The annual meeting of the Louisville Hardwood Club, which will be held November 10, is monopolizing the attention of lumbermen in this market at present. Owing to the fact that the club will be completing its sixth year, making it one of the veterans among local lumber clubs, hardwood men are keenly interested in seeing that the next year helps to maintain the prestige and influence of the organization. Stuart R. Cecil of the Booker-Cecil Lumber Company is president of the club, his predecessors in the office having been Edward L. Davis, T. M. Brown, and A. E. Norman.

It looks as though lumbermen affected by the Louisville & Nashville milling-in-transit circular, which has been objected to recently on the ground that it gives insufficient time in which to claim the refunds, the limit being one year, will have to go to the Interstate Commerce Commission for relief, as the road has refused to grant the petition of the Evansville, Ind., Lumbermen's Club, in which the Louisville Hardwood Club joined. It is a question whether the Interstate Commerce Commission will act, however, as its previous decisions have laid down the principle that milling-in-transit is a privilege to be given or not, as the road sees fit.

Practically all of the sawmills in Louisville have been shut down on account of trade conditions brought about by the war. The mahogany mill of the C. C. Mengel & Bro. Company is running, but its dimension mill is down. The mahogany trade is as dull as the rest of the hardwood business, apparently, the supply of logs, in spite of the war, being greater than the market requires to supply the present reduced demand. The reduction of manufacturing capacity in this territory is graphically indicated by the fact that a local wholesale concern, which required a special bill to be cut up, as the order which it had was for an unusual dimension which was not in stock, found that every manufacturer whom it addressed had either closed his mill or was preparing to do so, and that it was next to impossible to get the sawing done. Some of the Kentucky river mills will probably continue operating, as a logging tide had been running, bringing down a number of logs which will have to be cut up to avoid depreciation.

Small lumber operators have been unusually unfortunate this year in having boiler explosions, suggesting that ignorance or carelessness, or both, have combined to bring about destruction of life and property. The latest casualty was reported from Rodman, near Morehead, Ky., where the mill of M. T. Dillon was destroyed when the boiler exploded. One man was killed and a number, including the owner, were seriously injured by steam and flying pieces of iron. The cause of the disaster was reported as unknown, as in most other cases, but carelessness in not watching the water supply is believed to be the cause in nearly every instance.

State Forester J. E. Barton's fire-fighting organization, composed of wardens in each county, bids fair to be of great value this season, as the weather has been very dry and the danger of destruction of timber is thereby increased. He has appointed a warden in nearly every county where there is much timber, most of them being in the eastern part of the state, though some in the extreme western section have been named.

A big deal in timber in eastern Kentucky, one of the biggest, in fact, announced recently, is that whereby the Broadhead-Garrett Lumber Company of Winchester, Ky., has taken over 5800 acres of hardwood timber from the Daney Lumber Company. Of this area 2800 acres lies in Powell county, and will be developed first. A 10-mile standard-gauge road is already equipped, and a band mill will be erected there. The remainder of the timber is in West Virginia, and probably will not be opened up immediately. Green Garrett, who is a member of the state railroad commission, is the active manager of the Winchester concern.

Dimension Stock We will supply you with CLEAR CUTTINGS of soft Kentucky Oak or Poplar so that they will COST you considerably LESS THAN the same cuttings if BOUGHT AS LUMBER.

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GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

Harris Manufacturing Company
Johnson City, Tennessee
"Harris" Hardwood Flooring and Lumber

Bluestone Land & Lumber Company
MANUFACTURERS
WEST VIRGINIA HARDWOODS
Soft White Pine, Oak, Poplar, Chestnut, Hemlock
Band Sawed Stock
MILL FACILITIES COMPLETE PLANING
RIDGWAY PENNSYLVANIA

MEMPHIS

DUCAN LUMBER CO.
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

TIMBER ESTIMATES
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager, Porter Building, Memphis, Tenn.

TSCHUDY LUMBER CO.
MANUFACTURERS OF
St. Francis Basin Hardwoods
SPECIAL BILLS LONG STOCK
OAK, ASH and CYPRESS
18 to 30 feet Sawed to Order
Mill & Yards MEMPHIS
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VANDEN BOOM-STIMSON LUMBER COMPANY
Manufacturers Southern Hardwoods
Red Gum a Specialty
Memphis Tennessee

RED GUM
(Leading Manufacturers)

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

ARCHER LUMBER COMPANY
HELENA, ARKANSAS
Manufacturers of
HARDWOODS
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY — RED GUM

ST. FRANCIS BASIN
RED GUM
(Kraetzer Cured)
Flat-Dry-Bright-Band Sawn
Write for lists and prices
GEO. C. BROWN & CO., PROCTOR, ARK.
(20 miles from Memphis, on C. R. I. & P. Railroad)

ARKANSAS

Fire, which was discovered in the early morning of October 11, destroyed the George Moore Handle Factory at Ashdown, Ark. Practically the whole plant was in flames when first seen. The factory had been closed down for several days on account of the poor market for its output, and the origin of the fire is unknown. Two cars of lumber, which were standing near the factory on the tracks of the Memphis, Dallas & Gulf Railroad, were also badly damaged. The total loss, including plant and lumber, is placed at $4,000, with some $1,500 insurance.

The H. D. Williams Cooperage Company of Leslie, Ark., will soon install machinery for the purpose of finishing up barrels. This addition to the company's plant will mean the employment of about fifty additional men.

E. B. Griswold & Co., Cotter, Ark., is enlarging its plant by installing new machinery which will increase the number of products turned out by the company. Among other things a large planer is being placed. The company has heretofore manufactured only pencil slats, but from now on it will turn out other dimension stuff and finish cedar lumber. E. B. Griswold, as the head of the company, is planning to still further enlarge the plant's capacity so that it can produce fan handles, advertising pencils and other novelties.

George W. Hays, governor of Arkansas, recently received $9,980 from the Treasury Department of the United States government as the amount due from the sales of timber during the past year from the Ozark and Arkansas Forest Reserves in this state. This sum represents twenty-five per cent of the total amounts realized from the sales of timber from these reserves during the year 1913, and will be used in building roads through the sections of the state in which the national forests lie.

That the railroad company was liable for damage resulting to stave bolts through deterioration while waiting for transportation to be provided was the finding of the Jefferson county circuit court on October 17 in the case of A. L. and E. D. Paul against the Saint Louis, Iron Mountain and Southern Railroad Company. The plaintiffs sued to recover damages alleged to have been sustained by them by reason of the deterioration in value of certain stave bolts on account of the delay occasioned by the railroad company in providing transportation, and a judgment was given in the sum of $78.20.

The Neely sawmill, which has been in operation about six miles from Poughkeepsie, Ark., during the past several months, was closed down on October 16. The shut down was occasioned by the fact that numerous orders have recently been cancelled by the wagon manufacturing concerns to whom the Neely company sold its output. The mill has had a pay roll of $2,000 per month, and its closing down at this time will be keenly felt by the people of that community.

Very unique has been the experience of the Noris Mill Company because of the European war. This company owns and operates a mill in Dallas county, Arkansas, near the town of Fairview, and formerly employed several hundred men in and about the plant. On the breaking out of hostilities in Europe the company felt forced to close down, as the export market on which it depended had been shut off. It happens, however, that the head of the company is an Englishman, and recently the mill received orders from England for several cars of spokes to be shipped to the British army, to be used in making spokes for the cannon carriages. So the mill has been reopened, and is now cutting hardwood with the energy as of other days.

It is stated by those who should know that the production of hardwood in Arkansas at present is not more than thirty or forty per cent of normal. Fully fifty per cent of the larger mills have been closed entirely, or are running only on short time. Still others are planning to close down in the near future. The prices are standing about on the level with those of two weeks ago, and there appears little inclination on the part of the mills to push their stocks on the market, even though the stocks on hand at present are slightly in excess of what they were this time last year. It seems sure, however, that the policy of curtailment that is being so generally followed just now is bound to reduce the supply to the place where it will demand a good price. The millmen, for the most part, believe that the future holds in store considerable buying that has been put off about as long as it can be.

WISCONSIN

The M. H. Sprague Lumber Company's sawmill at Washburn has been closed down for the season.

Edward Cornillie, a member of the firm of Cornillie Brothers, Milwaukee, manufacturers of saloon and refrigerator fixtures, died on October 15, at the age of 67 years. Mr. Cornillie was engaged in the fixture manufacturing business for half a century. He is survived by his widow, one son, George, and a brother, Charles.

The A. E. White Machine Works of Eau Claire, turning out a line of saw swages and shapers, has completed the work of remodeling its plant and will install considerable new equipment within the near future, in order to increase its capacity.

The Menasha Wooden Ware Company, operating plants at Menasha and Ladysmith, has completed the erection of an addition to its Ladysmith branch. The company is now remodeling its dry kiln at Ladysmith.

The Kenfield Lamoreaux Company of Washburn is now operating its

sawmill on a day and night shift. The company's large box factory is again in operation after a close down of two weeks. The company has a large supply of logs on hand.

The Peshtigo Lumber Company of Peshtigo has discontinued the night shift at its sawmill and will now operate the plant days only. The company has a large supply of logs on hand.

The big sawmill of the Rust-Owen Lumber Company at Drummond, Bayfield county, is said to be the only Wisconsin mill which is still sawing white pine exclusively. All the other mills of the state are turning out hemlock or hardwood in addition to pine. The Rust-Owen concern owns a large tract of white pine in Bayfield county that will keep its mill in operation for the next ten or twelve years.

The Milwaukee-Western Barrel Company has been incorporated in Milwaukee with a capital stock of $10,000 by M. Fredman, Samuel Fredman and Meyer Eronik.

The Wisconsin supreme court has denied a rehearing in the case of W. H. Bonnell against the Omaha railroad, sustaining the ruling of the circuit court of Douglas county, which awarded Mr. Bonnell $7,000 damages for the loss of his sawmill at Hawthorne. Mr. Bonnell claimed that his mill, which burned two years ago, was set afire by a spark from an Omaha locomotive.

The Wenzel Broom Company of Eau Claire is erecting a new warehouse, 48x50 feet in dimensions, to be used for the storage of raw material and finished stock. The company is now turning out forty dozen brooms daily.

Fred Ollhoff, well-known lumberman of Merrill, is establishing a record in removing "deadheads" from the Wisconsin river in Merrill. During the past summer, Mr. Ollhoff has succeeded in clearing the river of about 1,500,000 feet of logs and has cut about 7,000,000 feet of lumber. The lumber is sawed at the Ollhoff mill. Two steamboats and more than thirty men are at work on the job.

The Kinzel Lumber Company of Merrill has dismantled its old planing mill and is preparing to erect a new plant. It is hoped to get the new mill in operation by the first of the year.

C. F. Ringer, Milwaukee architect, has completed plans for the erection of a new plant for the Sheboygan Cigar Box & Lumber Manufacturing Company of Sheboygan, to replace the plant destroyed by fire last April. The building will be two stories high, of frame construction, 60x140 feet in dimensions, and will cost $20,000.

It is understood that a new lumber manufacturing concern is negotiating for the large lumber plant of the Barker & Stewart Lumber Company of Wausau. The Barker & Stewart concern, which is preparing to leave the Wisconsin field, will be ready to give possession of its plant just as soon as it disposes of its large amount of lumber on hand.

The Fond du Lac Church Furnishing Company of Fond du Lac, has awarded contracts for the erection of an additional story to its main factory building. The addition will be 60x175 feet in dimensions and will be used for the finishing and general cabinet work. William Mauthe, president of the company, reports that the addition has been made necessary by the increase in business.

Edward Bradley, wealthy lumberman of Milwaukee, who died December 26, 1912, left an estate valued at more than $3,260,000, according to the appraisal just completed at the order of Judge Karel of the Milwaukee county probate court. In addition to this amount, the estate includes real estate in Illinois, Minnesota and Washington, as well as in four counties of Wisconsin, all of which has not been included in the appraisal.

The American Woodworking Machinery Company is preparing to dismantle its branch plant at Green Bay and will move the equipment to Rochester, N. Y. Some of the company's employes may go to Aurora, Ill., or to other cities in which the company maintains plants.

The New Dells Lumber Company of Eau Claire recently closed down its sawmill after a continuous run of eleven months and three days, said to be the record season's run of any sawmill in Eau Claire. Chiefly hardwood and hemlock were turned out. The plant will now be overhauled.

R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, has issued a lengthy and interesting standardized menu for use in lumber camps. Mr. Kellogg made use of government statistics, relating to the navy and war reports, and to reports from the University of Wisconsin. It is expected that the results will be published in pamphlet form.

DETROIT

The Falcon Manufacturing Company, manufacturer of cabinets, has completed improvements and the installation of new machinery at its plant at Big Rapids, Mich.

The Loud Lumber Company, of Charles, is engaged in building a railroad into a new tract of hardwood timber, which will provide its plant with a considerable cut.

Ground has been broken for the erection, at Hancock, Mich., of a plant for the Kelley Furniture Company, of Grand Rapids. The building will be completed within a month when all machinery will be moved from Grand Rapids to the upper peninsula. The company through the move will be located in the center of a great hardwood belt and will have excellent shipping facilities.

E. P. Stephen, manager of the James S. Brouwer Furniture Company,

RED GUM
(Leading Manufacturers)

MILLER LUMBER CO.
Marianna, Arkansas

We offer for immediate shipment the following stock 12 months and over dry:

10 cars 4/4 1st and 2nd Red Gum
7 cars 5/4 1st and 2nd Red Gum
4 cars 6/4 1st and 2nd Red Gum
2 cars 8/4 1st and 2nd Red Gum
10 cars 4/4 No. 1 Com. Red Gum
2 cars 5/4 No. 1 Com. Red Gum
1 car 8/4 No. 1 Com. Red Gum
10 cars 4/4 13 to 17" Gum Box Boards

THE FOLLOWING NINETY DAYS TO SIX MONTHS DRY:

1 car 4/4 Select and Better Cypress
2 cars 5/4 Select and Better Cypress
1 car 4/4 1st and 2nd Ash, 10 and 12' lengths
1 car 4/4 No. 2 Common Plain White Oak
1 car 4/4 No. 1 Common and Better Qtd. White Oak Strips
2 cars 4/4 No. 2 Common Plain Red Oak

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Our Corps of Inspectors

Intelligent! Highly Trained! Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company
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Band Sawn Southern Hardwoods

SPECIALTIES
RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

Hooton Hardwood Co.

Manufacturers and Wholesalers

SOUTHERN HARDWOOD LUMBER, LOGS AND TIMBER

CHOICE WHITE OAK

Even color—soft texture

7 cars—4-4 1sts and 2nds Plain
12 cars—4-4 No. 1 Com. Plain
5 cars—4-4 No. 2 Com. Plain

Good widths and lengths—Dry

Also large stock all grades and thicknesses plain Red Oak

Terre Haute, Indiana

Revived Inland Navigation

Our cargo of 350,000 feet of Oak and Gum from our Jeffris, La., mill on its way up the Mississippi River on the new Gas Producing, Self Propelled Steel Barge.

This cargo was unloaded at St. Louis, Mo., and Alton, Ill., on August 1st and 2nd

WE HAVE MORE IN STOCK

D. K. Jeffris & Co.

CHICAGO

HARDWOODS
CONCORDIA LAND & TIMBER CO.
Jeffris, La.

YELLOW PINE
MANCHESTER SAW MILLS
Manchester, Ala.

has accepted the position of manager of the Holland Furniture Company at Holland, Mich.

The North American Construction Company of Bay City, manufacturer of ready-cut houses, will not build a plant at Essexville, as previously announced, having instead purchased the mill property of Mershon-Bacon at Bay City. It will be extensively repaired. The decision not to build at Essexville followed a question as to the legality of a bond issue voted by the village to buy a site for the plant.

It is announced that the sawmill of the Eddy Lumber Company in the Lake Linden district of the upper peninsula will continue in operation for about a month. The mill has been cutting more than 30,000 feet of lumber per day and has been operated steadily since early spring. Preparations to open the winter camps before long are being made. By November 15 it is expected the company will be lumbering on two tracts.

Wittock & Son commenced logging at Randville, Mich., under contract for the J. W. Wells Lumber Company. The logs will be shipped to the Wells mill at Menominee.

An involuntary petition in bankruptcy has been filed in the United States district court at Bay City against the Saginaw Wood Products Company of Gaylord, manufacturer of wood specialties.

F. E. Parker, president of the Mershon, Eddy, Parker Company, which operates a plant at Saginaw, says regarding the situation after a trip to the East: "The European war has resulted in a material check on building operations, which has adversely affected the trade. However, most of the eastern yards are carrying fair stocks and have done a larger business than would have been expected under existing conditions. There is a tendency the country over to confine buying to immediate necessities." The company's plant at Saginaw is running seventy-five per cent of normal. While in the East Mr. Parker obtained a good-sized order for export doors, which is now keeping the factory busy.

Work on the construction of the Manistique Cooperage Company's new factory at Manistique will be started soon. The plant when completed will comprise eight buildings and will have a large capacity. The company will keep a large stock of timber on hand and for that purpose will erect a big stock shed. The eight buildings when completed will comprise as modern a cooperage plant as is possible to build. The company will use birch, beech and maple, of which there is plenty standing near Manistique.

A test case to establish an important point in the income tax regulations has been started in the United States district court at Grand Rapids by the Mitchell Brothers Company of Cadillac, Mich. Action has been filed against Emanuel J. Doyle, collector of internal revenue, as the nominal defendant. The suit is brought to recover $2,700 in taxes, but the primary object is to make unnecessary the payment of further sums which will have to be paid unless the company's contention is established, namely that it has the right to deduct from the tax during the four years from 1909 to 1912 for depreciation in capital assets.

Lake shipping is apparently picking up toward the close of navigation. Considerable lumber is being received at Bay City. The North American Construction Company has received 2,500,000 feet of lumber from the Loud Lumber Company, at Charles, and 409,000 feet from St. Ignace on the steamer Buckley and 261,100 feet on the steamer M. Sicken from the same point. Bradley, Miller & Co. have received 404,000 feet from Duluth on the steamer J. P. Donaldson. The same company has just received 661,000 feet on the steamer Dayton from Duluth and 267,790 feet on the A. W. Wright from Sprague, Ont. E. B. Foos & Co. have received 285,577 feet from Blind River.

In the circuit court of Oakland county at Pontiac, Mich., Judge Smith has granted an order admitting the final account of Receiver C. A. Harris of the Michigan Oak Flooring & Interior Finish Company as filed and amended. The order included that the assets of the company, including plant and real estate, be turned over to the D. E. Hewitt Lumber Company of Huntington, W. Va., to which practically all of the creditors have assigned their claims at sixty cents on a dollar. The Hewitt company is a large manufacturer of hardwood products at Huntington and it is announced that if the Pontiac plant is not opened and operated the firm contemplates operating it in connection with the Huntington interests. The Michigan Oak Flooring and Finish Company went into receiver's hands August 1912.

It is refreshing, particularly at a time when talk of depression and curtailment rules the world of speech, to note the action of the Dwight Lumber Company, manufacturer of hardwood flooring, mouldings and interior finish, in remodeling its plant at Detroit, Mich., so as to have double the capacity in 1915 that it now has. This company entered the finish business four years ago and each year its trade has increased in comparison with the growth of Detroit. Business has been good this year.

Although it is not generally known, the Dwight Lumber Company enjoys considerable export trade with England in interior finish, which trade has all been built up in the last four years. Many homes in the British Isles are finished with the "made in Detroit" product and officials of the company say that the business has been little disturbed by war. Shipments are being made steadily.

One of the landmarks of Bay City's early lumber days is passing with the dismantling of the Gates sawmill. It was built in 1863 by Gates & Fay, and has been idle for three years. The mill cut 50,000 feet a day and in single sawing seasons its cut averaged 9,500,000 feet. For half a century it operated steadily.

The Hardwood Market

CHICAGO

Chicago now in common with other large centers is the gathering point for sellers of lumber and other commodities who, realizing the necessity for placing many orders of small proportions rather than a few orders of large proportion, naturally migrate to those points offering opportunities for seeing many prospective customers. As a consequence, there is a great deal of lumber offered here at present. However, in spite of this, prices have not broken to the extent which seemingly had been anticipated. No one will argue that prices are firm or that there is a real market here for lumber, but reputable concerns are refusing to sell stock at figures which mean for them direct money losses. The prevalence of this policy is really astonishing as it is established on actual inquiry and investigation. It augurs well for the business caliber of the average lumberman.

Building in Chicago is still of course very inactive, but there is enough construction going on to take care of very considerable quantities of building and finishing lumber, and at the same time the woodworking factories are keeping fairly busy.

That their trade is as uncertain as is the trade of the lumbermen is shown by the way they place orders. They seemingly get a line on concerns who are in a position to furnish certain items of stock, and when they are in need of this stock they personally get into communication with the lumbermen and place their orders. This method is being illustrated time after time and simply proves that lumber is being sold in greater quantities than is fully realized.

Of course the condition is dull. There is no questioning this fact. However, most of the Chicago trade is making plans to take advantage of any favorable developments which might effect the rest of the country, and in the meantime is showing a remarkably commendable disposition toward the extremely trying circumstances which they are facing.

NEW YORK

The lumber situation in New York with respect to the hardwood end particularly is still far below normal with most of those evils that go to make dull times as much in evidence as ever. In spite of the great curtailment in output, there are available now ample stocks for current needs and buyers evidently look upon the easy offerings as an indication that there will be no scarcity of supplies to meet all demands that may eventuate. So far as prices go, there is no market. The same conditions probably appear in other large markets but it seems to be a rule to send all surplus lumber stocks to New York with the result that values are demoralized. It is one thing to say that low prices do not increase the use of lumber and another thing to hold out for higher—and fair—prices in the face of heavy carrying charges and ruthless price cutting. If some commission men would see the right side of the question and be content to do a smaller amount of business at better prices, the market would be better for it. This steady cutting of prices for the sole purpose of making a sale will go farther toward keeping the market in its present weak condition than any other thing.

BUFFALO

The hardwood trade has not shown any change of front within the last two or three weeks and is unusually quiet, despite the fact that many sawmills are now closed down. Local dealers are being requested to take stock off the hands of the producers and the prices asked are somewhat below the regular market. The situation is expected to work itself out before very many weeks are passed, but just now the market is in a depressed condition, with sales few in number and small in size.

There is not much activity in any special hardwood, though plain oak is getting as large a sale as anything. Maple is also one of the leading woods. Poplar is a slow seller and little is doing in chestnut. The flooring trade is on a fair scale, though prices have to be cut occasionally in order to keep stocks moving. Low grades of most hardwoods are in demand and the figures asked show no weakness.

PITTSBURGH

Hardwood matters are very unsatisfactory here as everywhere. Buying is limited almost entirely to immediate needs. Considerable price cutting is being indulged in to stimulate buying but it is not effective. Manufacturers are buying very little. Yard trade is slow and uncertain. Flooring has been a pretty good seller in this market but even for this stock demand is now pretty light. Hardwood mills are beginning to wonder if they can keep on running this winter with conditions as they are at present.

PHILADELPHIA

There has been no progressive advance in the hardwood business during the last fortnight, but owing to the curtailing of output, values have been steadied in certain lines, which is an improvement. The most sanguine optimist is not disposed to predict an early revival of an aggressive prosperity, but the vigorous efforts being made by the large commercial bodies for the opening of new trade it is felt must ultimately be successful. A less stringent hold on loan money by the trust companies, which seek building operations as a source of investment, has given an impetus to building work, which will last well into the winter months, and combined with the activity in this line in all of the large suburban towns, will result in a fair volume of business in building lumber and supplies, relieving in a measure the depression which has existed in this line of trade for some months. New factories for the manufacture of products heretofore obtained only from the foreign market will soon materialize and help to swell the building total for 1914.

Buying continues strictly on a hand-to-mouth basis, and although prices are believed to have reached rock-bottom figures, there is no inclination on the part of the buyer to stock up for future use. The money market remains tight, in consequence of which retrenchment is the rule everywhere. Collections are slow and it is realized by the experienced merchant that to press for settlement at this time would only result in

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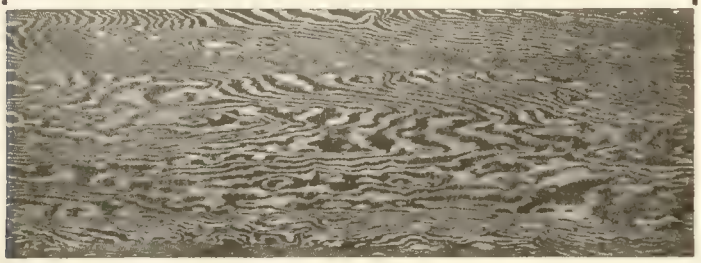

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disaster, the most serious of which would be in the large run the loss of a long tried and valuable customer. A cheerful feeling as to the eventual steady income of business from foreign countries now compromised by the great war prevails everywhere, and business much or meager is conducted in the same spirit. Price quotations at this time cannot be counted on as a reflex of the actual condition of the market as some small man in need of money may be induced to unload, while the average substantial dealer declines to part with his stock as he knows at the first sign of activity he will realize a larger profit.

BOSTON

There has been no change in conditions since last report. The most noticeable cause operating to influence the market is the constantly increasing offers of southern and western hardwoods, representing a very large amount of lumber. The effect on prices is not yet proportionately felt, although there are a number of the items being sold under recent market prices. The curtailment reports are no doubt responsible to a considerable extent for strengthening both quotations and actual selling prices. General business here is quiet, although the facts do not disclose anything that should have serious results on the hardwood trade. Aside from prevailing conditions the powerful influences of opinions and "outlooks" are having more than their share in guiding many operations. Naturally, the severity of the war and the practically complete stoppage of foreign trade from the ports of New England have produced unusually depressing conditions but most of the lumber dealers regarding the situation as only temporary are simply planning to operate conservatively for the time being with very reasonable grounds to expect much better values and volume of business as soon as returning activity necessitates replenishing the present low stocks.

Quartered oak and ash are but very slightly off from normal figures; plain oak has declined to a somewhat greater extent in all grades. Poplar remains at the rather low level reached in the summer. Birch, beech and maple are in moderate demand with only a few cuts reported. The call for cherry and walnut is quiet, but values are well maintained. Quartered sycamore is in good demand and brings full market prices.

BALTIMORE

No important changes have taken place in the hardwood trade within the past two weeks. Nor can it be said that a definite gain in the volume of business is to be recorded. Orders come in in a decidedly irregular manner, and tend to affect the views of the hardwood men as to the state of business. Buyers place orders only as the stocks are actually needed, and it is frequently up to the seller to make the buyers realize that they have wants. This disposition to hold down is even more pronounced than it was during the first months of the war and its cause can be found in the financial conditions that have developed by reason, primarily, of the conflict. Notwithstanding all talk at Washington about forcing the banks to meet the needs of their customers and preventing financial pressure through publicity, the fact remains that the banks have tightened their cash boxes to an appreciable degree. Credits have been narrowed fifty or even seventy-five per cent, the banks refusing to discount paper or make loans, and the manufacturers who use hardwoods feel the effect of this curtailment of accommodations. The buyers are not in a position to take advantage of bargains in lumber, and the domestic movement is halted to a considerable extent by the suspension of virtually all speculative business. Hence it is, too, that the demand varies with the different sections, one of the latter purchasing with some freedom, while another is quiet, this state of affairs being reversed in a short time. Furniture manufacturers and other consumers are having a fair amount of work in hand and must take care of these needs. And thus it happens that some days the sellers get a volume of business which makes it appear almost as if an actual revival had taken place. Some of the hardwood men here, for instance, report that of late No. 1 common chestnut has been in fair request at figures that are little, if at all, lower than those that prevailed some time ago. Oak is about holding its own, and the same can be said for most of the other woods.

As for the foreign trade, that leaves much to be desired. September proved to be less satisfactory than August had been, a further recession in the movement taking place. On the other hand, it is also to be said that the British buyers seem to have reached a low ebb in their supplies, and that they have been taking stocks of late in increased quantities. Poplar has been called for especially, and the prices offered are fairly attractive. Of course, the foreign buyers in a position to do any business at all have no unusual requirements to take care of, and they make no provision for the future, but the depletion of the stocks none the less brings out orders, many of them for heavy lumber, and the United States is at present the main source of supply. This state of affairs may before long be expected to bring out a very fair volume of trade, and there is every prospect that the foreign movement will increase, with some improvement in the range of prices.

COLUMBUS

The hardwood trade in Columbus and central Ohio has been ruling fairly steady during the past fortnight. Demand has been fair when the business conditions are taken into consideration. Buying which has been the best on the part of the retailers is now switching to manufacturing

establishments. The demand from both sources is about equal but if there is any preponderance it is on the side of manufacturing plants. The tone of the market is still good and prospects for the future are not considered bad.

One of the best features of the trade is the renewed activity which has characterized building operations. This is true not only in Columbus but also in the cities and towns in central Ohio. Since the European war made money tight, banks and building and loan organizations have become easier and many building projects which were stopped temporarily are now proceeding. This means an additional demand for hardwood stocks among the retail trade. Dealers' stocks are not large and the retailer is still buying only for the immediate present.

Factories engaged in manufacturing furniture and vehicles are purchasers of hardwood stocks. The same is true of automobile concerns which are buying wide sizes of poplar. Taking it all in all the prospects from manufacturing lines are better than has been the case for several months.

Prices are fairly well maintained at the levels which have prevailed for some time. Some declines off the list of several months ago have been recorded. Generally speaking the list is upheld fairly well although some cutting is indulged in to force trade.

Quartered oak is holding up well although the demand is not very strong. Prices are unchanged from the previous month. There is a fairly good demand for plain sawed oak.

INDIANAPOLIS

The hardwood trade has not shown any improvement in the last two weeks. Trade is inactive, although prices are still at a comparatively good figure except gum. Automobile and furniture factories and building operations, which normally consume large quantities of hardwoods are practically at a standstill in the state.

It is said banking conditions are largely responsible for present conditions. Investigation has shown vast sums of money in most banks but for the most part banks are extending very little accommodation. The manufacturers thus cannot obtain cash to carry on business and as a result thousands of workmen are out of employment, or working part time. As a further result, the ultimate consumers have nothing to buy with.

Hardwood mills are greatly curtailing production. Some of the mills have a large amount of stock on hands, one mill having fifty per cent more hardwood lumber on hand than it had a year ago. A further curtailment will be made by some of the mills, if business does not improve shortly.

TOLEDO

The hardwood situation is showing little change over what it was a couple of weeks ago. The local yards are well filled and buying is extremely light. Dealers are uneasy owing to the tightness of the money market and are not inclined to buy anything except what is needed to cover present requirements. These present requirements continue to make a demand for considerable lumber. The building business in Toledo continues and the high grade of structures erected here has not been affected by the general conditions of the market. Toledo people demand quality and builders are giving it to them. Hardwoods are extensively used in all residences, apartment houses and flat buildings now being put up and of course the investment structures make a market for goodly quantities of hardwoods. The new schools to be constructed here will also make a market for a large quantity of hardwoods. Toledo is to have several new schools to take care of the rapidly increasing population. Prices are holding fairly well and there is a fair demand for boxing materials and for hardwood crating.

NASHVILLE

The hardwood situation has shown very little change the past two weeks, and in fact the same story would have described the situation for the past two months or more. However, the industry is becoming more adjusted to the conditions brought about by the European war, and is settling down to that basis. Business is running about twenty per cent below normal, but there is little complaint from the hardwood firms in this territory, and they continue to take an optimistic and hopeful view of the future. There is a good deal of curtailment of production, but not a few of the concerns are operating their plants not much below the normal in order to keep their organizations. One firm reported a shipment of a car of hardwood to Scotland last week, and occasional export shipments are being made. Prices are fairly well maintained. Plain oak is probably the largest seller, with demand for chestnut, poplar, ash and other hardwoods. Flooring is in fair demand.

LOUISVILLE

The most encouraging feature of the situation at present is improved collections. While there has been some renewing of notes, debts are being liquidated quite generally, and consumers of lumber seem to be in a position to take care of their obligations. This may be due to the fact that they are operating on a smaller scale, and require less capital than usual to take care of their business. The banks have not shut down on their customers, but are discounting lumber paper without hesitation. In fact,

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the attitude of financial institutions in this part of the country has been encouraging, as they have been willing to assist legitimate business in every way possible. A somewhat better demand for lumber for export has encouraged the local trade. Walnut, ash and oak are among the items wanted for foreign shipment, quartered white oak being the leading mover in this direction. For the domestic trade business continues below normal as to volume, but prices are holding up on everything except lines on which there is an obvious oversupply. Specialties which are not in excess supply are bringing good prices.

MILWAUKEE

Trade in the Milwaukee hardwood market seems to be sowing slight improvement. There is considerable building going on in the city and about the state, although probably not quite so much as a year ago. The excellent weather which is prevailing is doing much to further building activity, especially in the smaller cities and towns and in the country districts. Farmers have been making good use of the fine fall weather to complete much delayed building. Wholesalers are confident that this will eventually result in a better yard trade.

An apparent slump in building activity in Milwaukee during the past few weeks is disproved by a comparison of the Milwaukee building records with those of cities throughout the United States. Milwaukee is one of twenty cities in the country that showed building gains in September over the preceding month. Of these twenty, only eight surpassed Milwaukee. During the third week in October there were 61 building permits issued for structures to cost approximately $167,642, as compared with 91 permits and an investment of $249,646 during the corresponding month in 1913. Work on many large structures was started during September and these projects are helping along the lumber business locally.

While buyers in general are inclined to place orders carefully and to satisfy their immediate wants, the total volume of trade is fairly satisfactory. The sash and door and the various interior finishing concerns are buying fairly well to meet their fall business. None of these concerns are laying in stocks, however. The farm implement manufacturing concerns in Milwaukee and about the state have been placing some orders, but a better trade from this source is hoped for later in the season. The furniture factories are buying in a conservative manner.

Prices are a little unsettled in some lines, but no decided decline is expected, due to the certainty that the lumber output will be curtailed from now on. Practically all lumber concerns in Wisconsin will log less and saw less lumber during the coming season than in several years. Northern stocks are holding firm, due mainly to the light supply and to the knowledge that the production will be restricted. Birch and maple seem to be especially strong. Oak is still rather easy.

DETROIT

The hardwood market at Detroit is not good enough to be called satisfactory, but Detroit dealers will let it adjust itself without any attempts to force sales. There is not a very good demand from the manufacturers, many of whom are not operating at near capacity and what buying they do is in small quantities. Detroit yards are not stocked heavily and there is little likelihood of prices being further affected.

While the demand from the manufacturers may be said to be uncertain, a little more can be said for the yard trade in building operations particularly in the millwork and finish lines. Business is not rushing but there is a fair demand and prices are stable.

LIVERPOOL

There has been a very distinct improvement in the market conditions since the last Liverpool report. The financial position has very materially improved and the impending suspension of the moratorium has not created any nervousness. There may be one or two unimportant failures here, but they will not be serious affairs. Prices of some items have advanced very materially and have a distinct promise of going even higher. Round ash logs are almost sold out and good quality logs should bring higher values for forward delivery. Prime hickory logs are also a good spot, but there is so much poor wood on hand that shippers should be very careful what they send. Good sound oak logs of white texture, and 3" and up thick white oak planks should bring good prices, and some parcels now on hand have been cleared out at very profitable values. The stave market has been cleared out of certain sizes, but shippers should be cautious as to future shipments, and shipments without definite orders are not recommended. Good prices are being secured for stocks now on hand and values will be maintained as long as the war lasts. Naturally there is much speculation as to the length of the war period. Generally the view is taken here that the war will not be a short one and most sound common sense business men think they will be lucky if the war is over in two years.

Furniture woods are still very quiet and in this category, of course, comes mahogany. Prices have remained very stationary and values will probably go lower, as so many people do not wish to hold for higher values. Ash lumber has been moving a little better into consumption, but prices are very stationary and shipments would not come to a good market. Here again there is a large stock which is held by firms not very anxious to hold. It is thought, however, that prices will be better in about a month's time and shippers are advised to await developments.

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For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

COMMISSION SALESMAN

Desires a connection with a good Southern hardwood mill to sell lumber in Michigan and Ontario territory.

Address "BOX 93," care HARDWOOD RECORD.

LUMBER FOR SALE

INDIANA HARDWOODS FOR SALE

75,000 ft. 4/4 C. & B. Quartered White Oak.
50,000 ft. 4/4 FAS Plain Red Oak.
30,000 ft. 12/4 FAS Hard Maple.
100,000 ft. 3/4 No. 3 Common Mixed

Address, THE VAIL COOPERAGE CO., Fort Wayne, Indiana, for prices, etc.

CLEAR QTD. WHITE OAK STRIPS

1 car 4/4", 2 to 4"
1 car 4/4" 4 to 5½"
DUHLMEIER BROTHERS [illegible]

WHITE CANE ASH AND TUPELO GUM

ASH—1 car 1 x3" to 5½" No. 1 Com. Strips.
½ car 1½x3" to 4 " No. 1 Com. Strips.
1 car 1" 1st & 2d; 4 cars 1" No. 1 Com.
[illegible] No. 1 [illegible]"
No. 2 Com.
2M ft. 2½" 1st & 2d; 3M ft. 2" No. 1 Com.
[illegible]
TUPELO [illegible] 1st & 2d No. 1 Com.
[illegible]

BURTON-SWARTZ CYPRESS CO.,
[illegible]

LOGS WANTED

WANTED FOR CASH

4 or 5 cars good Walnut logs, 16" and up. Description fully with price. Address WALNUT LOGS, care Hardwood Record.

LUMBER WANTED

WANTED LUMBER TO SELL ON

Commission. Two experienced salesmen want a Hardwood Lumber account, a Hardwood Flooring account and an Idaho White Pine account, to handle on commission in metropolitan district.

Address, "BOX 98," care HARDWOOD RECORD.

WAGON STOCK FOR SALE

FOR SALE

1 car Hickory wagon stock [illegible] car 2x6x72" & 84", 2x4x48", 2¼x4½x52", 2½x5x54"; ¼ car Axles 3x4x6', 3½x4½x6', 4x5x6' & 4½x5½x6', mostly in large sizes.

Balance of car is neckyokes and singletrees, 2x2¼x36", 1½x1¼x42", 1½x1¼x44" & 48".

Address, "BOX 135" [illegible] Valley, Ark.

DIMENSION STOCK WANTED

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us Will take them dry or green.

THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio

WANTED TO BUY

1 car 2½x2½—30" clear dry Oak.
1 car 1¼x2¼—40" clear dry Oak.
W. A. NOBLE & CO., Little Rock, Ark.

WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories

Send to us for specifications and prices

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.

Address "BOX 91," care HARDWOOD RECORD.

TIMBER LANDS FOR SALE

FOR SALE—12,000 ACRES

West Virginia Hardwood. This fine body of timber is the best big tract left in West Virginia that is for sale. About 50% Oak, 15% Poplar, 20% Chestnut, 15% other woods. Located in Greenbrier County, W. Va. Will cut fully 10,000 feet to the acre. Price, $40 an acre. Write to

WEST VIRGINIA TRI-PRODUCTS COMPANY,
Land Merchants, Morgantown, W. Va.

DIMENSION STOCK FOR SALE

WALNUT SQUARES AND TURNINGS

Any size, suitable for handles or grilles. Can supply turned pieces if desired.

DES MOINES SAWMILL CO., Des Moines, Ia.

MACHINERY FOR SALE

FOR SALE—COMPLETE SAW MILL

Fully belted and ready to run, in first-class condition.
14 Russel 60,000 capacity log cars, 26" wheels. Westinghouse air brakes, link and pin coupler.
8 miles of 45-lb. relaying rails, in excellent condition.
Machine shop, consisting of 180-ton wheel press, lathe, planer, power drill, etc.
CAMPBELL LUMBER CO., Marlinton, W. Va.

FOR SALE

150 HP 17"x42" Brown engine, 14 ft. fly wheel, 25" face. Estimated weight 21,500 lbs. Cost, $2,000. Complete with 24" belt. Price, $600.00.

150 HP 16"x20" straight line Woodbury engine, center crank. Two 80" flywheels, 15" face. Cost, $1500. Complete with two belts. Estimated weight, 18,800 lbs. Price, $500.00.

These two engines are in good condition and ready for service. For further information address

THE STUDEBAKER CORPORATION,
South Bend, Ind.

LOGS FOR SALE

ASH, OAK, POPLAR, HICKORY

Cottonwood, Tupelo, Magnolia, Red Gum, Cherry, Cedar, Holly, Persimmon, Dogwood. Address C. SCHAEFER, 1919 St. Charles Ave., New Orleans, La.

MISCELLANEOUS

LIST OF SAW MILLS

Also shingle and lath mills, creosoting plants, remilling plants, crosstie, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hardwood. capacity planers, steam and smoke kilns. $3.00 complete.

UNITED SAW MILLS CO., New Orleans, La.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you

LOGS WANTED

WANTED—WHITE ASH BOLTS.

We are in the market for 50 carloads second-growth white ash bolts 8" and up, 39" long.

HOLMES & BALMER, Lima, Ohio.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered

Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
Nashville, Tenn.

CHICAGO

E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.

MAKE BOX SHOOKS

Up to 24" Long, or

LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost

From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.

The Peter Gerlach Co., Cleveland, O.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.

PRICE LIST

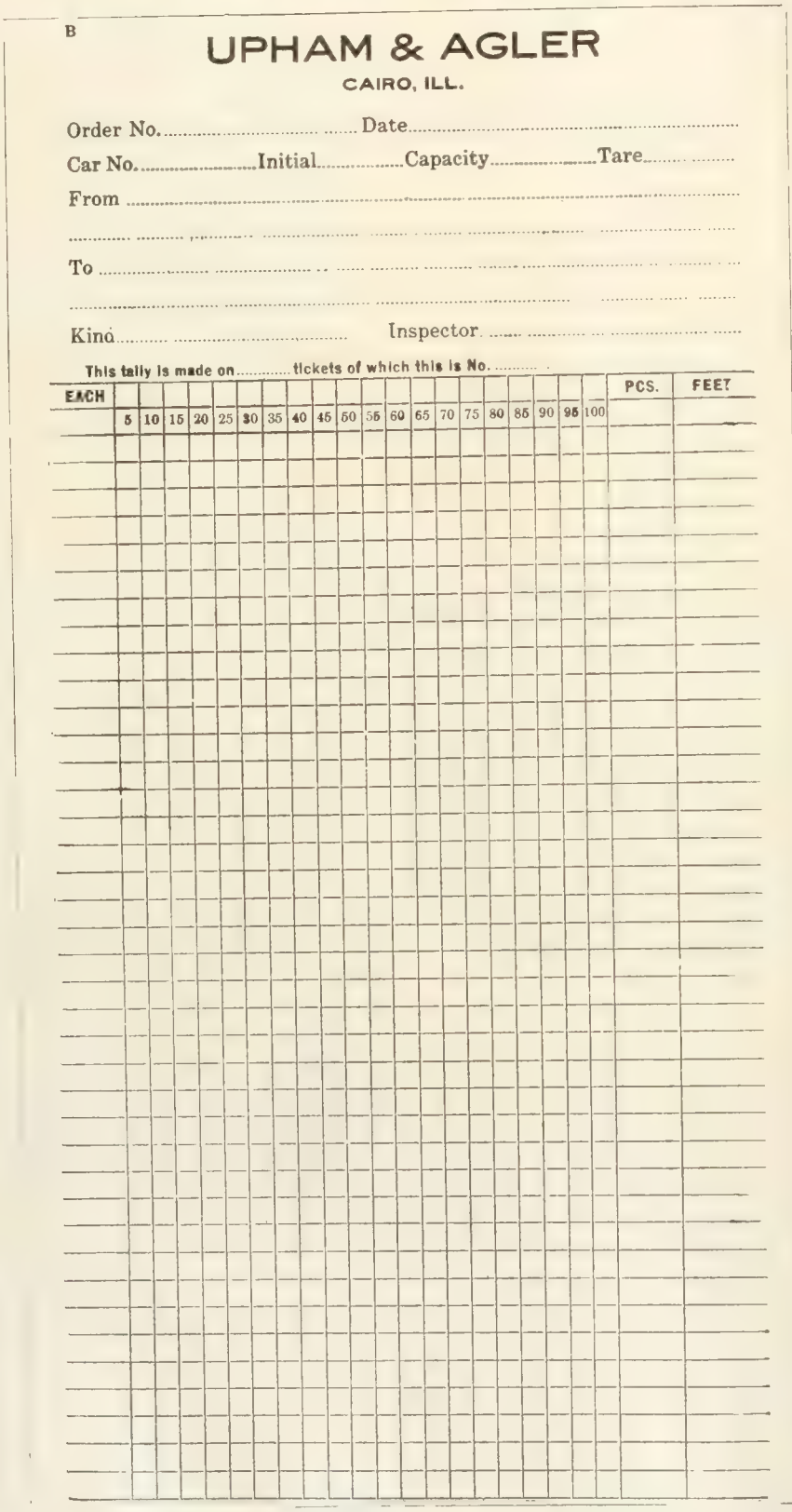
Aluminum Tally Covers, each - -	$ 1.00
Aluminum Tally Covers, per dozen - -	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

This is Form B



B

UPHAM & AGLER

CAIRO, ILL.

Order No. ..... Date .....

Car No. ..... Initial ..... Capacity ..... Tare .....

From .....

.....

To .....

.....

Kind ..... Inspector .....

This tally is made on ..... tickets of which this is No. .....

EACH	5	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85	90	95	100	PCS.	FEET

Of Single Duplicate or Triplicate Lumber Tally Ticket (without Loose Carbon Sheets) used in the

Gibson Aluminum Tally Book Covers

MANUFACTURED BY

HARDWOOD RECORD

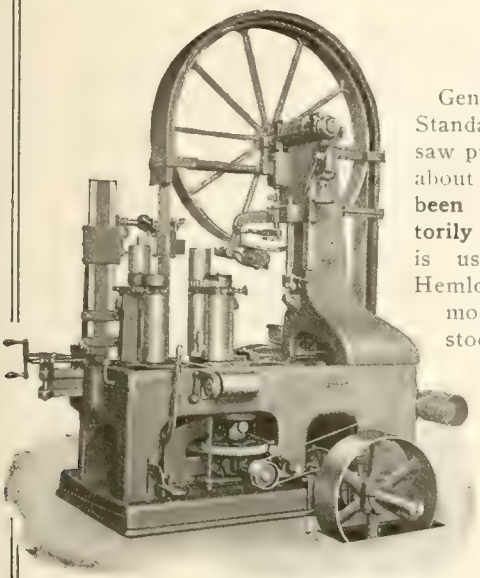
537 S. Dearborn Street

CHICAGO

Let us send you catalogue and price list of scores of forms of lumber, flooring and log tally tickets.

The Gibson Tally Book System has more than 2,500 users.

WHAT MORE?



NEW Standard 60-Inch Band Resaw

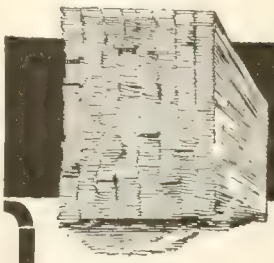
Goodman, Wis.,
May 13th, 1914.

Gentlemen: The NEW Standard 60" Band Resaw purchased from you about a year ago **has been working satisfactorily since installed.** It is used for resawing Hemlock and Hardwood, mostly wide and thick stock, also box stock. We have always found it to be a large capacity resaw doing accurate work. Yours very truly,

GOODMAN
LUMBER CO.

a Specialty ~~Not a Side Line~~ BAND RESAWS

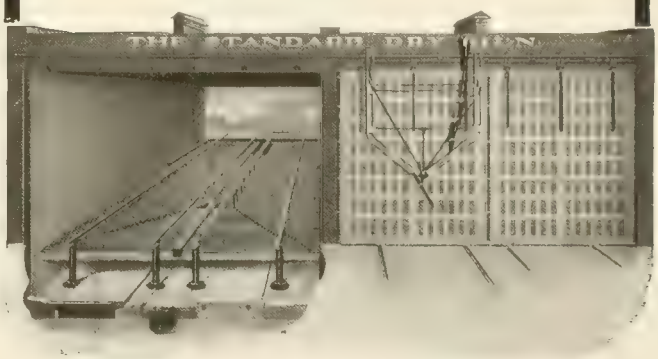
Wm. B. Mershon & Co.
SAGINAW MICH.



The Right Dry Kiln for *YOUR* Lumber

IN The Standard Moist Air Dry Kiln the drying elements are so completely under control that it's easy for the man who looks after the kiln to secure the exact drying conditions BEST suited to YOUR lumber.

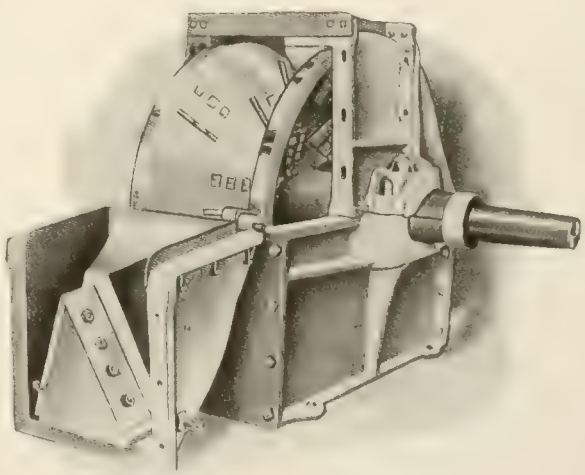
Our new 64-page book, "Users of The Standard Dry Kiln and What They Say," will interest you if you are considering the purchase of new drying apparatus. We'll send it, with the catalog, for the asking. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



LIDGERWOOD

LOGS AT MILL AT LOWEST COST

SKIDDERS

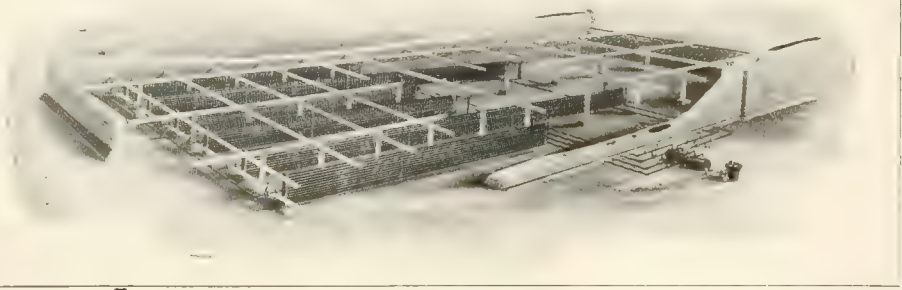


PROFIT FROM WASTE

THE DIAMOND DOUBLE ANVIL HOG IS SPECIALLY ADAPTED FOR HARDWOOD MILLS

Let Us Send You Bulletin R

DIAMOND IRON WORKS
MINNEAPOLIS MINNESOTA



EASY TO INSTALL

CHICAGO, July 13, 1914.

The National Dry Kiln Co.,
Indianapolis, Ind.

Gentlemen:

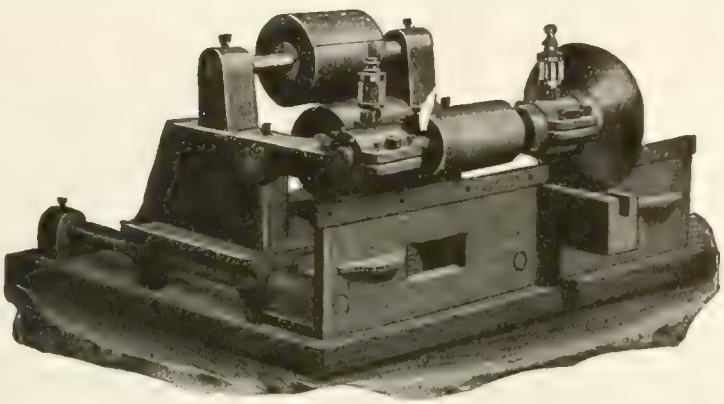
We are very glad to advise you that our kiln, which is installed with VERTICAL PIPING system furnished by you, has now been in operation about six months and results are all that we could desire. We wish to state that this material was received in condition which enabled us to install it from the blue print without any difficulty on our part.

We will be very glad to have you use our company as a reference at any time.

Very truly yours,
ROSELAND MILL & LUMBER CO.,
By R. J. Dickerson.

Send for Catalog

THE NATIONAL HARDWOOD DRIER
THE NATIONAL DRY KILN COMPANY, INDIANAPOLIS, INDIANA

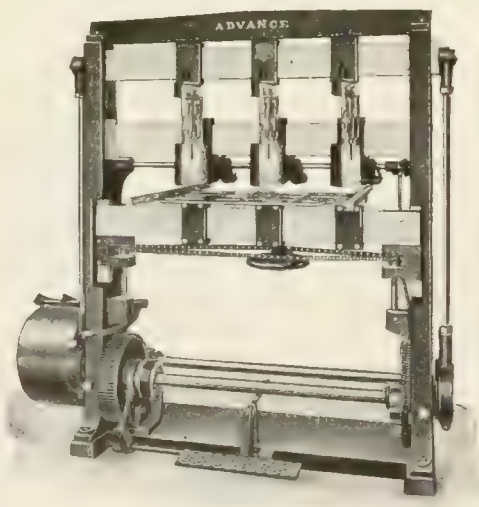


BUTTING SAW
for
Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by
Cadillac Machine Co.
CADILLAC, MICH.

Wire Stitching Machinery



FOR
Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,
FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES
ASK FOR CATALOGUE
Manufactured by
SARANAC MACHINE COMPANY
BENTON HARBOR, MICH., U. S. A.

Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1″ lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.
EAU CLAIRE WISCONSIN

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 6" and wider Common and Better 4/4 Maple.
100 M ft. 6" and wider Common and Better 6/4 Maple.
100 M ft. 8/4 No. 2 Common and Better Maple.
100 M ft. 8/4 No. 3 Rock Elm.
100 M ft. 8/4 No. 2 Common and Better Rock Elm.
100 M ft. 6/4 No. 2 Common and Better Rock Elm.
50 M ft. 5/4 No. 3 Com. Basswood.
100 M ft. 6/4 No. 2 Common and Better Birch.
100 M ft. 5/4 No. 2 Common and Better Birch.
100 M ft. 4/4 No. 2 Common and Better Birch.
25 M ft. 10/4 No. 1 Common and Better Soft Elm.
15 M ft. 10/4 No. 2 Common and Better Birch.
15 M ft. 12/4 No. 2 Common and Better Birch.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

We want to move the following:

4 cars 8/4 No. 2 Common & Better Soft Maple.
5 cars 4/4 No. 1 Common Basswood.
4 cars 6/4 No. 2 Common Elm.
4 cars 8/4 No. 1 Common Hard Maple.
1 car 10/4 No. 1 and No. 2 Common Hard Maple.
5 cars 5/4 No. 2 Common & Better Beech.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer the following Soft White Pine:

21 M 4/4 Log Run
38 M 2x8 Common
3 M 2x10 Common
21 M 2x12 Common
15 M 6/4 x 6" and up Shop and Better
24 M 8/4 x 6" and up Shop and Better

FULL THICKNESS BAND SAWN QUICK SHIPMENT

You can't afford to be without The *Gibson Tally Book*

when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.

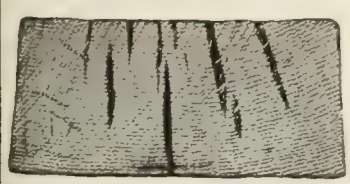
Hardwood Record :: :: :: Chicago

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

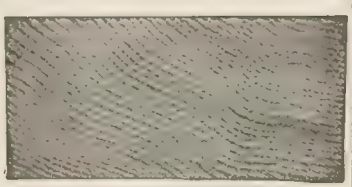


Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

SEDRO VENEER COMPANY

Manufacturers ROTARY CUT of COTTONWOOD & DOUGLAS FIR VENEERS AND PANELS

SEDRO-WOOLLEY, WASHINGTON

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Fin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WISCONSIN

B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

VENEERS

Cut right; dried right; prices right

HUMBOLDT, - TENNESSEE

A Prominent Veneer Man says:

¶ "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

¶ The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD, CHICAGO, ILL.

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Rotary Cut Veneer
and
Built-up (3 & 5 Ply) Panels

MADE from the best Wisconsin

Birch **Basswood**
Gray Elm **Red Oak**

Also Mahogany Panels of every grade.

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

A trial order will convince you

The Underwood Veneer Company
Thomas Street **Wausau, Wisconsin**

Roddis Lumber & Veneer Co.
Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

Door Panels
Three and Five Ply
All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for Immediate Shipment

Geo. L. Waetjen & Co.
Milwaukee **Wisconsin**

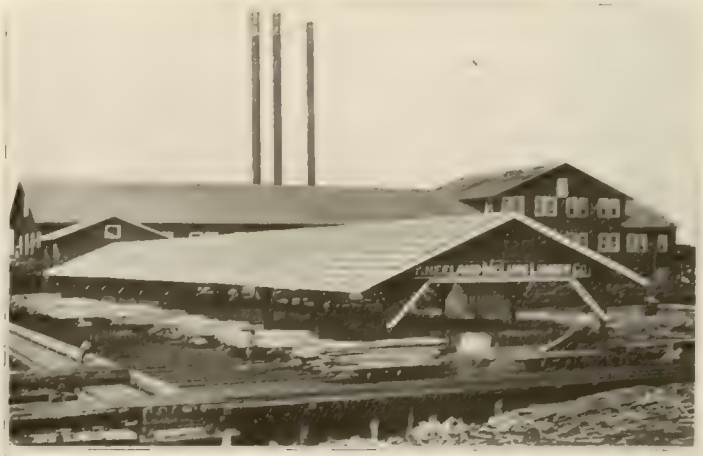
BIRCH

4-4 and thicker, No. 1 Common and Better
also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.



Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.
Manufacturers of Hardwoods **PHILLIPS, WIS.**

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
SPECIALTIES:
Gray Elm, Brown Ash
Pacific Coast Fir and Spruce
2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
Oak, Ash and Poplar
932 ELK STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

A Fine Opportunity to Dispose of Narrow, Short and Low Grade Oak

To the oak lumber manufacturer who accumulates considerable oak lumber that can not be sold unless they put a price on it that is so low that there's no money in it, there is now offered a fine opportunity to dispose of this lumber by making it up into oak flooring squares like the illustration.

These squares are jointed together without glue on the

Linderman Automatic Jointer Gluer, Clamper and Sizer

squared to the exact width. A straight tongue and groove is then cut on the two sides and ends.

The demand for these flooring squares is greatly in excess of the present output. Still there are several Southern manufacturers making these flooring squares.

One New York firm wants a good many car loads of the Linderman Flooring Squares. The prices it offers will net you, delivered New York City, practically as much as you are getting from the better grade of oak lumber.

Write today for further information and we will give you the details of the market, manufacturing costs, etc. You're not obligated in any way in asking for particulars, yet it might be of value and worth your consideration.

Linderman Machine Company

MUSKEGON, MICHIGAN

New York City **Woodstock, Ont.** **Knoxville, Tenn.**

Manufacturers
Gum
Oak
Cypress

General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure. The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

FOREIGN MARKETS SEEM TO BE OPENING

Hardwood Record

Twentieth Year, Semi-Monthly.

CHICAGO, NOVEMBER 10, 1914

Subscription $2. Single Copies, 10 Cents

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles.....160,000

QUICK SHIPMENT *RIGHT PRICES*

Penrod Walnut & Veneer Co.

Mills, Kansas City and Helena, Ark.

Address all inquiries to
General Offices
KANSAS CITY, MO.

Kansas City Plant
Exclusively
WALNUT
American and Circassian Figured and Plain
VENEERS and LUMBER

Helena, Ark., Plant
Exclusively
Rotary Cut Veneers
Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

PENROD-JURDEN-McCOWEN LUMBER COMPANY

BAND MILLS: BRASFIELD, ARK.

Address all inquiries to sales office
KANSAS CITY, MO.

Ready for immediate shipment
RED GUM

QUARTERED	PLAIN
2 cars 4/4″ 1s and 2s.	3 cars 4/4″ 1s and 2s.
1 car 5/4″ 1s and 2s.	2 cars 5/4″ 1s and 2s.
1 car 6/4″ 1s and 2s.	1 car 6/4″ 1s and 2s.
2 cars 8/4″ 1s and 2s.	3 cars 8/4″ 1s and 2s.
	1 car 10/4″ 1s and 2s.
3 cars 4/4″ No. 1 Com.	3 cars 4/4″ No. 1 Com.
1 car 5/4″ No. 1 Com.	2 cars 5/4″ No. 1 Com.
1 car 6/4″ No. 1 Com.	2 cars 6/4″ No. 1 Com.
2 cars 8/4″ No. 1 Com.	3 cars 8/4″ No. 1 Com.
	2 cars 10/4″ No. 1 Com.

The Famous Cache River Red Gum

Band Sawn—Dry—Flat

Plain and Quarter Sawn Red and White Oak always in stock

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

CADILLAC GRAY ELM

was used for finish in the living room of the Michigan-Wisconsin Bungalow at the Chicago and New York Forest Products Expositions.

The wood has an attractive figure, shows delicate shadings, is peculiarly susceptible of color staining, and when properly finished gives a decidedly rich effect.

The lumber is of excellent quality, easy to work, and, unlike other varieties of elm, it does not check, shake, twist or warp more than ash or oak.

It is used extensively for furniture and interior finish.

We will send you prepaid finished samples of Cadillac Gray Elm if you would like to see this beautiful native wood.

COBBS & MITCHELL, Inc.

Manufacturers of Michigan Hardwoods

Sales Dept., CADILLAC, MICH.

Michigan Trees and Mitchells Products

We have published an illustrated booklet with the above title for lumber users and shall be glad to send you a copy upon request.

This reference book contains pictures of our Michigan trees, describes the character and uses of our various woods, and explains our products and the form in which they are offered to the trade.

We sell only
CADILLAC QUALITY LUMBER
Send for our Stock List

Mitchell Brothers Company

Sales Department CADILLAC, MICHIGAN

Service "STEARNS QUALITY LUDINGTON" First

HARDWOOD SPECIALISTS

The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

Soft Gray Elm

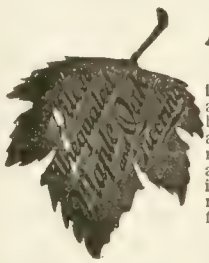
Noted especially for soft texture, straight grain, bending and resisting qualities.

METHOD OF PILING THICK ELM

OUR LIST OF
Dry Stock

	Av. Width
45 M 4/4 FAS	9"
49 M 6/4 FAS	9½"
76 M 8/4 FAS	10"
28 M 10/4 FAS	10½"
64 M 12/4 FAS	11"
52 M 16/4 FAS	11½"
90 M 4/4 No. 1 Com	8"
18 M 6/4 No. 1 Com	8"
38 M 8/4 No. 1 Com	9"
12 M 10/4 No. 1 Com	9½"
29 M 12/4 No. 1 Com	10"
24 M 16/4 No. 1 Com	11"
70 M 4/4 No. 2 Com	7"
65 M 4/4 No. 3 Com	7"

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Clarence Boyle, Inc., 312 Portland Block Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

FLANNER-STEGER LAND & LUMBER CO.

WANTED—TO MOVE QUICK

- 2 CARS 5/4 x 12" & WIDER 1st & 2nd BASSWOOD
- 4 CARS 3" ROCK ELM BRIDGE PLANK
- 800,000 FEET NO. 3 HEMLOCK
- 100,000 FEET 4/4 BOX COMMON BIRCH

SEND US YOUR INQUIRIES

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
1704 STEGER BLDG., CHICAGO, ILL.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD CHICAGO

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY,
CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

CIRCASSIAN
AMERICAN
WALNUT

R. S. BACON VENEER CO.
Veneer Mill and Warehouse
213 N. Ann St. : : : CHICAGO

MAHOGANY

OAK LUMBER

On account of the war between Kaiser William, Duncan Chisholm and Cousin George, who have always taken this fine quality oak lumber, we can offer for a short time the best quality oak lumber, F. O. B. your place, at bargain prices—especially a large quantity of—

4/4" 1sts & 2nds Plain White Oak
4/4" No. 1 Common Plain White Oak
4/4" No. 2 Common Plain White Oak
4/4" 1sts & 2nds Plain Red Oak
4/4" No. 1 Common Plain Red Oak
4/4" No. 2 Common Plain Red Oak
4/4" No. 1 Common Quartered White Oak

GET OUR QUOTATIONS BEFORE PURCHASING

JOHN C. SPRY

1003 HARRIS TRUST BUILDING CHICAGO, ILLINOIS

WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

J. M. LOGAN, Pres. & Gen. Mgr.
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J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT BASSWOOD
POPLAR WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

Sliced Quartered Oak

Cut to Dimension, Jointed and Taped, Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

What Veneer and Panel Consumers Will Use in 1914

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1914 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

American Black Walnut NOW

¶ The time is ripe for consumers of cabinet woods to add American Black Walnut to their line. The leaders in the trade have set the pace; retailers are already stocking up—and are advertising it, and supply and prices are favorable. The war has made it impossible to get Circassian walnut in anything like adequate quantities, and the domestic wood is the logical substitute. Every factor favors the use of American Black Walnut. It's your move! Note stocks, ready to ship, in the hands of leading producers:

Pickrel Walnut Company
St. Louis, Missouri

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8"	20,000'	5/8"	20,000'
3/4"	15,000'	3/4"	15,000'
4/4"	100,000'	4/4"	80,000'
5/4"	20,000'	5/4"	12,000'
6/4"	30,000'	6/4"	14,000'
8/4"	22,000'	8/4"	180,000'
10/4"	10,000'	10/4"	8,000'
12/4"	8,000'	12/4"	6,000'

NO. 2 COMMON

4/4"	50,000'	6/4"	13,000'
5/4"	12,000'	8/4"	12,000'

Plain Wood Cut to Order

VENEERS

FIGURED WALNUT LOGS FIGURED WALNUT VENEERS

H. A. McCowen & Company
Salem, Indiana

1ST AND 2NDS		NO. 1 COMMON	
5/8"	110,000'	4/4"	420,000'
3/4"	135,000'	5/4"	110,000'
4/4"	292,000'	6/4"	89,000'
5/4"	82,000'	8/4"	62,000'
6/4"	46,000'	9/4"	4,000'
8/4"	41,000'	10/4"	3,000'
9/4"	7,000'	12/4"	3,000'
10/4"	3,500'	16/4"	1,200'
12/4"	7,000'		
16/4"	3,200'		

ALL THICKNESSES IN No. 2 COMMON

Frank Purcell
Kansas City, Missouri

PRIME

Walnut Logs

FOR EXPORT

Figured Walnut Logs

Figured Walnut Butts

Sanders & Egbert Company
Goshen, Indiana

1ST AND 2NDS

1/2"	36,000'	5/4"	6,350'
5/8"	36,500'	6/4"	6,000'
3/4"	55,200'	8/4"	8,300'
4/4"	24,600'	4/4" Clear Face	14,200'

NO. 1 COMMON

1/2"	18,000'	5/4"	11,500'
5/8"	17,000'	6/4"	2,700'
4/4"	22,000'	8/4"	14,300'

NO. 2 COMMON

1/2"	4,500'	5/4"	4,100'
5/8"	2,500'	6/4"	900'
3/4"	22,600'	4/4" Shorts	10,000'
7/8"	200'		

Geo. W. Hartzell
Piqua, Ohio

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8"	2,500'	3/4"	5,000'
3/4"	17,500'	4/4"	23,500'
4/4"	11,700'	5/4"	6,700'
5/4"	12,500'	6/4"	5,900'
6/4"	9,700'	8/4"	8,900'
8/4"	16,200'	10/4"	1,500'
10/4"	7,000'	12/4"	700'
12/4"	9,500'		
16/4"	2,300'		

5/8" Special Clear....48,000'
3/4 to 4" thick Fine Figured Boards, Panels and Plank...15,000'
Special Heavy Plank, 4 to 6" thick.... 8,000'
4/4" Clear Face, 6" and up....10,000'

ALL STOCK BAND SAWN, EQUALIZED AND DRY

PROMPT SHIPMENTS

East St. Louis Walnut Co.
East St. Louis, Illinois

1ST & 2NDS WALNUT		NO. 1 COMMON WALNUT	
3/8"	50,000'	3/8"	50,000'
1/2"	110,000'	1/2"	30,000'
5/8"	160,000'	5/8"	85,000'
3/4"	135,000'	3/4"	150,000'
4/4"	98,000'	4/4"	220,000'
5/4"	72,000'	5/4"	46,000'
6/4"	34,000'	6/4"	31,000'
8/4"	21,000'	8/4"	15,000'
10/4"	6,000'	10/4"	2,000'
12/4"	12,000'	12/4"	9,000'

Penrod Walnut & Veneer Co.
Kansas City, Missouri

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8"	40,000'	5/8"	40,000'
3/4"	49,000'	3/4"	50,000'
4/4"	73,000'	4/4"	300,000'
5/4"	12,000'	5/4"	30,000'
6/4"	9,000'	6/4"	14,000'
8/4"	11,000'	8/4"	3,000'
10/4"	1,800'	10/4"	3,000'

KRAETZER CURED LUMBER

In stock ready for shipment, **three million feet** of Figured Walnut Butt Veneers and **two million feet** of Figured Walnut Long Veneers.

We furnish Plain Walnut Veneers—any thickness—cut to size.

Theodor Francke Erben, G. m. b. H.
Cincinnati, Ohio

1ST & 2NDS WALNUT

3/8"	24,000'	5/4"	10,000'
1/2"	136,000'	6/4"	19,000'
5/8"	175,000'	8/4"	42,000'
3/4"	97,000'	10/4"	4,000'
4/4"	88,000'	12/4"	6,000'

NO. 1 COMMON WALNUT

3/8"	37,000'	5/4"	25,000'
1/2"	92,000'	6/4"	40,000'
5/8"	56,000'	8/4"	38,000'
3/4"	92,000'	10-12/4"	4,000'
4/4"	110,000'		

NO. 2 COMMON WALNUT

3/4"	23,000'	5-6/4"	35,000'
4/4"	80,000'	8/4" and up	25,000'

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

The "Open Sesame" to Hardwood Satisfaction

If you are a buyer of hardwood lumber, whether a wholesaler or a factory man, we have something of interest to say to you. It is not merely interesting in a general way, but it has a dollars-and-cents angle that will appeal to you practically.

We want to show you how to buy lumber in the way to get the most for your money. You know, whether you buy for your own use or on the account of a customer, that there are more things involved in a lumber deal than getting a quotation and signing the order. The most important things come after: first, in the way the lumber is inspected and measured; second, the general condition of the stock, how it has been manufactured, dried, etc.; third, the way the lumber runs for widths and lengths; fourth, the service to the customer in the delivery of the stock just when it is wanted—not too soon nor too late.

In other words, the lumber concern which is worthy of your patronage must do more than sell lumber: it must also dispense satisfaction. And it may be of interest to you to know that lumber buyers of importance are agreed that Louisville, Kentucky, is the most satisfactory hardwood market in the United States.

Think this over and write to any of the firms listed below.

North Vernon Lumber Company
Churchill-Milton Lumber Company
Edward L. Davis Lumber Company
Norman Lumber Company
(Mills at Holly Ridge, La.)
Booker-Cecil Lumber Company
W. P. Brown & Sons Lumber Company
The Louisville Veneer Mills
Stemmelen Bros. & Fullenlove Company

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

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60,000' 3/8"x1½" Clear Plain White
150,000' 3/8"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' 3/8"x1½" Clear Plain Red
200,000' 3/8"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' 5/8"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

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5 cars 4/4 No. 1 Com. Pln. Wh.
5 cars 4/4 No. 2 Com. Pln. Wh.
2 cars suitable for veneer cores
2 cars 4/4 1st & 2nds Qtd. Wh.
2 cars 4/4 No. 1 Com. Qtd. Wh.
1 car 8/4 1st & 2nds Qtd. Wh.
1 car 8/4 No. 1 Com. Qtd. Wh.
2 cars 4/4 1st & 2nds Pln. Red
5 cars 4/4 No. 1 Com. Pln. Red
5 cars 4/4 No. 2 Com. Pln. Red
5 cars 4/4 No. 3 Com. Pln. Red

GUM

10 cars 4/4 1st & 2nds Sap
20 cars 4/4 No. 1 Com. Sap
5 cars 4/4 No. 2 Com. Sap

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VARNER LAND & LUMBER COMPANY

Geridge, Lonoke Co., Ark.

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10 Cars 4/4"x 6" to 12" 1st & 2nds Cottonwood.
8 Cars 4/4"x13" to 17" 1st & 2nds Cottonwood.
6 Cars 4/4"x18" to 22" 1st & 2nds Cottonwood.
10 Cars 4/4"x13" to 17" Cottonwood Box Boards.
5 Cars 4/4"x 9" to 12" Cottonwood Box Boards.
5 Cars 5/4"x 6" to 12" 1st & 2nds Cottonwood.
3 Cars 6/4"x 6" & wider 1st & 2nds Cottonwood.
3 Cars 8/4"x 6" & wider 1st & 2nds Cottonwood.
2 Cars 3/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 1/2"x 6" & wider 1st & 2nds Plain White Oak.
3 Cars 5/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 3/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 5/4" Log Run Soft Maple.
5 Cars 12/4" Log Run Soft Maple.
2 Cars 3/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 1/2"x 6" & wider 1st & 2nds Red Gum.
3 Cars 5/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 3/4"x 6" & wider 1st & 2nds Red Gum.
7 Cars 4/4"x 6" & wider 1st & 2nds Red Gum.
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 6/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 3/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 5/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 3/8"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 4/4"x13" & wider No. 1 Com. Sap Gum.
5 Cars 5/4" Log Run Plain Sycamore.
6 Cars 3/4" 1st & 2nds Plain Red Oak.
8 Cars 4/4" 1st & 2nds Plain Red Oak.
2 Cars 5/8" 1st & 2nds Plain Red Oak.
7 Cars 4/4" 1st & 2nds Plain Red Oak.

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Fifteen thousand 6"x8"x8' No. 1 Sawn, White or Chestnut Oak Ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

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Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

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When You Think This, Think Bay City

300M 4/4 1sts & 2nds Hard Maple
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55M 6/4 No. 1 Common Hard Maple
500M 4/4 No. 3 Common Hard Maple
500M 4/4 No. 2 Com. & Better Hard Maple
125M 5/4 No. 2 Common & Better Beech
100M 4/4 1sts & 2nds Basswood
100M 4/4 No. 1 Common Basswood
75M 4/4 No. 2 Common Basswood

Richardson Lumber Company

150M ft. 4/4 1st & 2nd Maple
40M ft. 5/4 1st & 2nd Maple
150M ft. 4/4 No. 3 Common Maple
500M ft. 5/4 No. 3 Common Maple
20M ft. 6/4 No. 3 Common Maple
40M ft. 4/4 1st & 2nds Birch
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
1700 ft. 4/4 1sts & 2nds Basswood, 12" and wider
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
100M ft. 6/4 No. 3 Common Elm
50M ft. 4/4 No. 3 Common & Better White Pine

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16/4 1s & 2s, 8" and up.....124,300 ft.
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12/4 No. 1 Com.....26,000 ft.
10/4 1s & 2s, 8" and up.....163,200 ft.
8/4 1s & 2s, 8" and up.....180,200 ft.
8/4 No. 1 Com., 8" and up.....8,200 ft.
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6/4 1s & 2s, 8" and up.....286,000 ft.
5/4 1s & 2s, 8" and up.....166,800 ft.
5/4 Bird's Eye.....920 ft.
4/4 Bird's Eye.....480 ft.
4/4 White.....97,500 ft.
4/4 1s & 2s, 8" and up.....650,000 ft.
4/4 Heart culls.....61,200 ft.
4/4 Plank trim.....37,000 ft.

BIRCH

5/4 No. 2 C. & B.....6,200 ft.
5/4 No. 3 Com.....3,000 ft.
4/4 No. 1 Com.....52,000 ft.
4/4 No. 2 C. & B.....180,200 ft.
4/4 No. 2 Com.....28,000 ft.
4/4 No. 3 Com.....93,500 ft.

BEECH

6/4 No. 2 C. & B.....35,000 ft.
6/4 No. 3 Com.....68,000 ft.
5/4 No. 2 C. & B.....409,000 ft.
5/4 No. 3 Com.....31,000 ft.
4/4 No. 1 C. & B.....53,000 ft.
4/4 No. 2 & 3 Com.....859,000 ft.
4/4 No. 3 Com.....57,000 ft.

BASSWOOD

4/4 No. 2 C. & B.....446,000 ft.
4/4 No. 3 Com.....30,000 ft.

ELM

4/4 Full cut.....26,000 ft.

ASH

4/4 Full cut.....18,000 ft.

CHERRY

4/4 Full cut.....1,600 ft.

OAK

4/4 Full cut.....6,000 ft.

W. D. Young & Company

800,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
9,000 ft. 5/4x11½" and wider 1st and 2ds Hard Maple.
5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.
4,000 ft. 4/4 1st and 2nds Hard Maple.
700 ft. 5/4 1st and 2nds Birds Eye Hard Maple.
300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
140,000 ft. 4/4 No. 3 Common Birch.
35,000 ft. 5/4 No. 3 Common and Better Balm.
15,000 ft. 6/4 No. 3 Common and Better Balm.
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RICHARDSON LUMBER CO.
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¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

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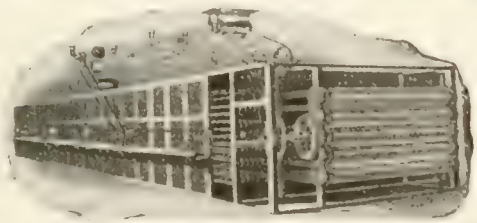

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All Kinds Band-Sawn Hardwoods
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"If Anybody Can, We Can"
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Specialty Quartered White Oak Veneers

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15 M 2" 18 to 21 1st and 2nd Poplar.
10 M 2" 22 to 25 1st and 2nd Poplar.
3 M 2" 26 and up 1st and 2nd Poplar.
30 M 2½" 6 to 17 1st and 2nd Poplar.
18 M 2½" 18 to 22 1st and 2nd Poplar.
13 M 2½" 22 to 25 1st and 2nd Poplar.
6 M 2½" 26 and up 1st and 2nd Poplar.
10 M 3" 6 to 17 1st and 2nd Poplar.
15 M 3" 18 and up 1st and 2nd Poplar.

Band sawn—good lengths—thoroughly dry —National Grades. We have five million feet Poplar and Oak awaiting your inquiries

Faust Bros. Lumber Co.

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City Bank Building PADUCAH, KENTUCKY

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

ICHABOD T. WILLIAMS & SONS

Foreign and Domestic Woods In Logs, Lumber and Veneers

11th Ave. and 25th Street NEW YORK

910 So. Michigan Avenue CHICAGO

Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXIX CHICAGO, NOVEMBER 10, 1914 No. 2

LIBRARY NEW YORK BOTANICAL GARDEN

Review and Outlook

General Market Conditions

MONEY seems, without any doubt, to be somewhat easier than it has been on the whole. This with greater activity in stock transactions at a better level of prices shows a more normal trend of thought among the financial men and large handlers of securities, who together do more toward shaping the destinies of business in this country than almost all other interests combined. There are reported considerable negotiations for substantial increases in railroad purchases, although for the most part these have not been actually consummated, and where orders have been placed they are usually for future delivery. However, it will not require immediate purchases on the part of the railroads to effect the desired end. If they should show a disposition to get back into the field, the effect on the whole of our business fabric would be noticeable.

Nothing outside of the general advancement toward the ultimate complete adjustment of the country to present unusual conditions has been noted. The continuance of the war is already beginning to result in our being more or less satiated with war thoughts, the effect being the impression is not so vivid or so startling as it was in the beginning. As week after week goes into history this effect will become more permanent and more favorable in its bearing on our own affairs. If we could all but think business instead of war, nothing further would be necessary toward the establishing of ourselves in a period of unusual prosperity.

It is difficult at this time to see just what effect the surprising results in the recent election will have on business, but it seems likely that any change would be favorable to a degree at least. It is pretty generally conceded that the big business and financial affairs of the country lean strongly to the republican side, and there is an entire likelihood that with the return of the republican faction to a position which gives at least partial control, the big interests will loosen up for political reasons if not because of actual justification. There is a possibility that business men of republican leaning will seize the opportunity of advancing the republican cause by pushing prosperity as actively as possible in order to be able to hold before the people during the next presidential campaign the alluring results of but partial resumption of republican control.

There is no certainty that this would be a wise course, even, of course, if possible, but a normal and natural return to good business would unquestionably be more desirable. We have had too many false starts in the last few years and what we want now is a resumption in normal activity based on a perfectly sound foundation.

There has been within the past couple of weeks a very gratifying return of over-sea business in which lumber has shared to a considerable extent. Shipments from New Orleans and eastern ports have gone over regularly. This is true not only in lumber but in other commodities, and its effect upon the cotton situation has been most helpful. In fact, cotton is now in an easier position than it has been at any time since the opening of hostilities. It is altogether probable that these foreign shipments will increase in frequency and volume gradually as the war goes on. We cannot hope, of course, for export shipments resembling shipments of normal times, but it must be borne in mind that there is at least one favorable feature of the present export situation—that is, in place of the usual balance against this country when all features are reckoned, exports now return a very favorable balance in favor of the United States. In fact, for October the balance was quite astonishing, running well into millions of dollars. When the trade of any country is financially unable to meet its obligations, there is no particular encouragement in selling goods there while payment is not forthcoming. However, this situation will result in big sales abroad and a flow of actual cash to this country as our imports from these foreign customers are practically nil. The result would be that while we are sending our goods abroad in exchange for actual cash we are planning at home to provide for ourselves suitable substitutes for many articles which heretofore we have been importing because of the lack of sufficient incentive to manufacture them at home. The scope and importance of this development is probably not fully realized as yet, but instances are coming up every day to prove that it will be of great importance to American industrial life.

Probably the one thing which has resulted more than any other in maintaining the present depression is our weakened purchasing power which comes as a result of a long period of depression followed by the present abrupt demoralization. To start a general improvement that all will feel favorably, it is only necessary to give employment to those who, because of lack of employment, have been unproductive and nonpurchasing.

In lumber there is not much particularly to be said as to actual changes. As for several months back, the box trade seems to have taken considerable quantities of low grades of various species, keeping that variety of lumber in its position as the best seller. Nothing of import has developed to change the relative strength of demand for other varieties of lumber, and while there is absolutely no future buying or speculation, as consumers cannot be induced to obligate themselves even for the sake of making good purchases under existing prices, there are so many statements of hope for the developments in the near future that they compel attention and belief.

NOV 7 1914

Opening for Woodworking Machinery

MANUFACTURERS OF WOODWORKING MACHINERY in the United States ought to be able to read the signs of the times. They already have pretty complete control of the market on this side of the sea, but there is a large field elsewhere in which gains in trade are possible. The Russians are large users of such machinery, but they are not extensive manufacturers of it. Heretofore they have bought almost exclusively from German manufacturers of such machines. Germany was a near neighbor; the machines were satisfactory; and the Germans pushed their sales successfully. Americans were able to sell some machines in Russia, but no substantial foothold has yet been gained in that country.

A profound change has occurred. It is no fault of American manufacturers that trade between Germany and Russia has come to a standstill; but it would be foolishness not to make the most of opportunities which fortune and misfortune have turned our way. Irrespective of whether Germany wins or loses in the war, it is bound to lose much of its machinery business in Russia. Years will pass before the animosities engendered by the war will die out and trade resume its former channels. Russia is already inviting the United States, in a business way, and our manufacturers and merchants should speedily accept the invitation. The route from San Francisco and Seattle to Vladivostok, and thence across Siberia to European Russia, is open. Russia has called our attention to the fact; and the business men of the United States are welcome to all the advantages of that route while Russia's Baltic ports are closed.

It is an opportunity which may never come again. Many products of the United States will find markets in Russia, and no line has a better opportunity than woodworking machinery. The Russians are large users and they are able to buy. No better machines are made than those which Americans have to offer. When they have gained an entrance they will never lose ground.

The Cover Picture

THERE ARE FEW LUMBERMEN in the hardwood regions of the United States who are not familiar with scenes very similar to that furnishing the subject of the picture on the front cover of this issue of HARDWOOD RECORD. It is not a sawmill or a timber-cutting scene. Nothing in the picture indicates that a sawmill exists anywhere in the vicinity; yet it shows a common situation in many country districts. The fact that it is a common situation makes it interesting. It is not necessary to state the location or give the name of the place. It might be situated almost anywhere east of the Mississippi, north of the Ohio and the Potomac rivers, or it fits conditions very well in many parts of Kentucky, Tennessee, North Carolina, and the contiguous mountain regions, and almost every person acquainted in those parts of the country can recall that he has seen something very like this picture, if not the identical scene represented in this photograph.

It is a hardwood tract, and some softwood trees are mixed with the hardwoods. Such trees resemble hemlock, though they are too far away for that point to be definitely determined, and it does not matter much, anyway. It is autumn—after the first severe frosts and before the first heavy snow. That fact is shown by the few adhering bunches of leaves which are seen on the sour apple tree which perforates the store porch. A snow would have brought the leaves down. The pale shadows falling across the road betray the sun's struggles in shining through haze.

The architecture and surrounding embellishments are typical of the country. The store's "stair-steps" gable is characteristic. It was built with the idea that it was ornamental. The pile of horse shoe kegs is characteristic also. They are stacked out of doors to economize room inside; and their presence, month in and month out, is a commentary on the honesty of the people of that neighborhood. No thief steals them. The picket fence is utilized as a hitching rack for horses and mules; and that, too, is a typical arrangement in country districts. The countrymen who are gathered about the store are posed in slouchy attitudes for a picture. The purpose of the slouch is to convey the impression that he feels perfectly at home in the presence of the photographer who has chanced to pass that way.

Such is the visible situation. The photograph does not show everything. There may not be much that is artistic in the scene. It is extremely commonplace and prosaic; yet it is part of America's rural life. Such places are becoming social and intellectual centers more speedily than one might suppose. The extension of the rural mail routes, with the parcel post added, is rapidly bringing changes for the better in places like this. They used to be loafing headquarters for idlers who gathered there to swap yarns with kindred spirits, with no profit to anybody. That custom is changing. Instead of the arrival of mail once or twice a week as formerly, it now comes every day. People who formerly never saw a daily paper, are now subscribers, and the papers reach them only a few hours after they are in the hands of city subscribers. The farmers are now reading agricultural journals, and their farms show the result; and the women folks and the children have their papers also, and better conditions rapidly multiply in the rural districts, and the isolation of the people is disappearing.

Ramshackle, unpainted shanties, like those in the picture, may begin counting their numbered days. They will disappear in the march of better things. The surrounding farmers who drop in there for their daily papers, left by the rural mail carrier, will bring an influence to bear on the storekeeper which will induce him to fix up his premises. He will be persuaded that the "intellectual center" of the neighborhood should put on a better appearance. A hitching rack on the other side of the road will relieve the pressure on the picket fence; two hundred feet of weather boarding and a keg of paint will transform the store front; five hundred feet of good lumber will supply a new porch; and room inside the building will be found for the unsightly kegs of horseshoes.

Your Friend the Tree

SENTIMENT IN BUSINESS is not usually given consideration by the "hard-headed" business man. At least he will not admit that sentimental considerations enter into his scheme of reasoning or influence him one iota in the course he pursues to earn a sustenance. At the same time sentiment actually is a power, the force of which while not discernible or at least not measureable, is existent and is felt in business as well as in social and home life.

Many a lumberman who has, through diligent application and hard work, earned the privilege of comparative inactivity in the administration of the affairs of his business, loves to get back to the mill, and out among the woods operations; he loves to get into his old clothes, to experience again the "feel" of the axe handle, of the rough board, and to sell the fresh lumber as it comes from the "band."

However, if you were to ask him just why he enjoys these trips, he would most likely tell you that he likes to keep in touch with the operations; he likes to know what is going on, and how the boys are making out. But if you were to know his innermost thoughts you would find that those little trips are inspired by sentiment. While he has made his "pile" and is living luxuriously among his metropolitan friends, the call of the woods returns to him frequently. He feels that he must get out into the open. He loves not only the free, healthy life, but he longs for a sight of his trees.

He perhaps was born in the woods, or at least near the woods. He was brought up with the trees as neighbors. As he became older and of greater affluence, he acquired those trees as his personal property, and he has always felt for them a sense of almost personal affection. He has held their ages and their majestic disdain of the petty troubles of man in deep respect, and he has ordered their felling perhaps with an unconsciously felt apology to them for something which the demands of mankind compels him to do against his will.

However, when the exigencies of his new existence call him back to the more artificial surroundings into which he has settled in his later years, the commercial appeal becomes uppermost. In his city office the appeal of the dollar is much stronger in his mind than the appeal of the woods. When a period of depression strikes him he is embarrassed temporarily for want of ready cash to maintain the prestige which he has built around his name. His assets are tied up in lumber, the *remains* of his old friends. He finds his market restricted and weakened, and feeling that he *must* have the cash he gives orders to fell the trees and to meet any price to make sales.

All thought of the sentimental side has left him. He forgets that the tree which produced a couple of hundred feet out of that car of lumber which he sold for a paltry few hundred dollars, and on which he actually lost money in order to get the ready cash, took two centuries to grow; that it began its life even before the beginning of our country as a nation.

Why can't there be more sentiment in business? If the purely commercial side does not appeal, should we not remember that our forests have been given to us to be used but once? They are not ours for ourselves. We are merely fortunate enough to hold them in trust. Have we then any right to cut trees which everyone, whether he realizes it or not, loves, without at least the excuse of economic necessity? Can we offer the excuse of economic necessity when we actually lose money by cutting them?

Just remember the day when your trees spoke to you as your friends; give them a chance. Reprieve the sentence of death at least until such time as the one jury to which you can appeal, the demand of commercial necessity, turns in its verdict that they must be cut.

Until then, you have no justification for putting the axe to a single tree.

A Lesson from Baseball

THE MOST FAMOUS OF ALL BASEBALL CONTESTS, the winter leagues series, is about to open. In fact the box manufacturers are already beginning to feel a marked increase in demand for substantial soap boxes and containers of other products, which would serve as reliable resting places for the persons of those rural fans who in the long, dull winter months exhilarate themselves recounting batting averages, and notable accomplishments of their favorite stars.

During these months when the spiked-shoe and the supple ash are reclining for their well-earned winter's rest, we lose sight of the activities of those who are responsible for the successes and failures of our big league ball teams, but were we to investigate their activities, we would find that they are, (to use the homely, old saying) "making hay while the sun shines." They are building. They are organizing during the period of inactivity. They are looking ahead and providing for the future by acquiring as their employes those men whom they consider will be of the greatest assistance to them in earning for their respective clubs as high a percentage in the league championship races as possible.

Figuratively speaking, the business league season is over. That is, the country is in a period of depression and many a trusted employe is now seeking a means of a livelihood elsewhere.

Admittedly the man with the best organization, the most loyal and most competent employe, is the man who in the end wins. Our most notable captains of industry and finance have demonstrated that the prime essential to commercial success is the ability to pick competent lieutenants. The greatest difficulty, however, is that ordinarily such lieutenants are extremely scarce and hard to entice into the fold.

At present there are thousands of men who are seeking employment because their former employers are simply not financially able to retain them. On the other hand, there are thousands of organizations which are in a position that would enable them to hold on to competent men for a period of unproductiveness of considerable duration. The concern which is in a position to hold those employes whose services it esteems, is also in a position right now to secure the services of many a good man who, when the season of activity again returns, will realize for his employers many times over the cost of carrying him through the present season of depression. That business man who takes advantage of this situation as far as he is financially able to do so, is exercising wise forethought which in the end will produce not merely satisfaction, but actual cold, hard cash.

Working Both Ways

THE UNITED STATES CONSUL at Valencia, Spain, has reported to this government that the business men of that district have sent a commission to New York, Boston, and other American cities to investigate the chances of finding markets here to offset losses of trade in Europe due to the war. The principal product which the Spaniards are anxious to sell is oranges.

Reports very similar in nature come from the different countries of South America. Exports of certain commodities, which had been going to Europe, have ceased or greatly declined, because of the closing of markets there; and the South Americans are making anxious inquiries concerning the possibilities of increasing their trade with the United States.

The Greeks have harvested their currant crop which is extra good this year, but some of the best former markets are not buying currants now, and particular interest is shown in the chances of increasing sales in the United States to recoup losses in the war countries. Greek currants compete in this country with California raisins.

Other similar facts are coming into notice almost every day. People in many parts of the world are anxious to increase their business with America in order to find markets which heretofore went to countries now at war.

The time is opportune. We want new markets for our products, and foreign people want to trade with us. It is a case where we can help them and they can help us. They are as willing to trade with us as we are to do business with them. Old lines of commerce are broken, and in the establishment of new lines we ought to obtain many advantages. If we can trade with the Spanish orange growers, they can buy from us; because foreign trade is nothing more or less than an exchange of commodities. The Greek currant growers can take merchandise from us if we can use what they have to offer. It is the same with the South Americans. They are looking to us for markets, and we are looking to them. When it is to the mutual interest of both sides to exchange commodities, it is very likely to be done. Permanent good to the United States will result if we can attract this foreign business, which is anxious to come, and can get it so firmly established that it will remain with us after conditions in Europe become normal.

An Unwarranted Statement

IN A RECENT ISSUE of a music trades publication was recorded what was stated to be an interview granted a representative of that publication by a prominent piano manufacturer in the East. The interview dwelt mainly on the possibility of American walnut taking the place of Circassian walnut in the manufacture of pianos, due to an admitted probability of a shortage in the latter line. It seemed to him an indisputable fact that the general tieing-up of trade movements from European and Asiatic points, which must move across the Atlantic, will cause practically a cessation of shipments of Circassian walnut logs. The only possible result will be the extreme scarcity of Circassian walnut veneers, and hence the deduction, as stated in the interview that there will be room for the substitution of other woods, is entirely justified.

The article, however, contains an imputation as to the physical properties of American walnut, which is not only distinctly unfavorable but is absolutely unbased and inexcusable. It is suggested that this wood has been in ill repute for years because of its extreme liability to check during the manufacturing process, causing a loss which the makers can not meet without placing a higher price on the finished product.

American walnut is universally recognized as being a wood which stays where it is put. It is extremely easy to work, is of fine texture, softness and evenness of grain which would absolutely obviate the possibility of the occurrence mentioned in this interview. It seems strange that a man engaged in the actual manufacture of goods made at least in part from American walnut should let himself be put on record as making such an entirely unfounded statement. It is equally unfortunate that the publication in question would let such a misstatement of fact get by its editorial staff.

American walnut deserves all the good things that can be said about it, and it holds an unique and rather individual position among all domestic woods. It is a wood, the economic possibilities of which were not fully recognized until within the last year or two, and to have a statement of this sort published in a publication that presumably has some influence among possible purchasers, particularly at this time when American manufacturers are making a conscientious effort to secure for walnut the market which it justly deserves, is really an unfortunate occurrence.

World Markets for American Lumber

BY HU MAXWELL

SIXTH ARTICLE

Editor's Note

The proximity of Mexico and Central America to lumber centers in the United States ought to insure a large trade. Railroads connect Mexico with this country, and every republic between our borders and South America has a coast line on one or both oceans, east and west, and sea-carrie freight should be landed cheaply. However, that region is not yet a profitable market for American forest products. Poor trade is due to bad industrial and political conditions in those republics. Unfortunately, there seems to be no immediate prospect of a change for the better. That field presents some hard trade problems, and the American lumber exporter has not yet made much progress in solving them. The natives of these republics show little disposition to produce anything to offer us in exchange for our lumber, and foreigners in business in those countries are harrassed with so many obstacles that they are seriously handicapped in their efforts to develop trade.

Seven republics and one colonial possession lie south of the Rio Grande and north of South America. They are all occupied chiefly by descendants of early Spanish adventurers, and a mixture of Indians, negroes, and various other nationalities. The countries, with their areas and populations, are as follows:

Country	*Area, Sq. Miles*	*Population*
Mexico	767,005	13,606,000
Nicaragua	49,200	600,000
Guatemala	48,290	1,842,000
Honduras	46,250	500,000
Panama	31,531	400,000
Costa Rica	18,400	341,000
British Honduras	7,562	41,000
Salvador	7,225	1,006,000
Total	975,463	18,336,000

The foregoing figures are believed to be the best obtainable at present, and as to areas they are approximately correct; but those showing population are only averages compiled from guesses and estimates. No man knows the population of some of those countries; and an error of thousands either way makes little difference to the man who is looking for a chance to sell lumber in that quarter. The masses of the people are not lumber buyers and will not be until a fundamental change takes place in their habits and resources. The buyers are large companies, generally in charge of foreigners.

It is not necessary to be very particular in speaking of the countries separately, since they are all much alike in prospects and resources. Most of them have been harrassed and overrun by civil wars and purposeless insurrections until their available resources have been practically consumed, while efforts to develop their latent resources have been discouraged or frustrated. The two principal exceptions to this rule have been British Honduras and Costa Rica. The British have kept order in the former, while Costa Rica, by a stroke of good fortune, was settled by a better class of people than those who first colonized and exploited the other countries, and the revolution habit has never been popular in Costa Rica, and property and individual rights are respected.

Climate and Resources

The length of Mexico and Central America, from the border of Arizona to the frontier of Colombia, is 3,500 miles. At the widest part the width is half of that, and in the narrowest about fifty miles. The combined area extends from well northward in the temperate zone to within a few degrees of the equator. Altitudes range from sea level to nearly twenty thousand feet above. There are low, hot, damp coasts and plains, and high, dry, and cool table lands. Mountains are many and rugged; valleys wide and fertile. Some of the finest natural scenery in the world is found in that region. Its resources are many, and belong to the temperate zone and the tropics.

Agriculture is developed in spots, but not generally. Coffee, cotton, tobacco, bananas, and farm stock are the principal products; but these do not grow in all parts of the region. Coffee is produced in all the countries, but only in certain districts where heat and rainfall are suitable. Cotton and tobacco each has its regions where the climate suits. Bananas are becoming one of the most profitable crops in parts of Central America. Cattle raising is a profitable industry on the broad Mexican table lands, and in some other regions also; while in certain parts of Central America, cattle raising is next to impossible on account of the red, tailless bats, called vampires, which swoop down in such numbers as to bleed to death a herd of cattle in one night. Mines constitute an important resource throughout much of the region from the Rio Grande to Panama. During three hundred years the Spaniards and their descendants exploited mines to the neglect of agricultural and other resources of the country. That neglect can properly be named as one of the causes of the deplorable condition which has so long existed in the countries south of us. The mines were a perpetual temptation to those looking for schemes to get rich quickly, and where one person made a fortune, hundreds or thousands were made poor.

Balance of Trade

The foregoing resources constitute the chief means with which Mexico and the countries farther south must purchase from us and other foreigners. The lumber exporter is paid from the proceeds of the coffee crop, the banana business, the mining operations, and the stock ranges. If business in those lines is good, the people will be able to buy lumber and other articles from us. The United States is and always has been a good buyer of all that the Mexicans and Central Americans have to sell. This makes it comparatively easy for them to purchase our products. The most difficult part of the transaction consists in convincing them that they need our lumber. Most of the people of that region have never felt the necessity of using much wood in the way it is used in the United States. They have been able to get along without it. A lot of missionary work will have to be done before the export of timber from this country will reach its proper proportion in the countries south of the Rio Grande. The people there must learn to grow or make something to sell, and must be induced to use more lumber.

Exports Southwards

The best idea of the state of our lumber trade with Mexico and Central America can be obtained by an examination of the kinds and amounts of shipments to those countries. The conclusion may be anticipated by the statement that the whole region between the Rio Grande and Panama, with 18,000,000 people, and an area of nearly a million square miles, apparently does not use as much lumber and other forest products as the single state of Illinois. There ought to be a field for enlarged trade in that direction. The following statistics of exports for 1913 are presented for the benefit of exporters and prospective exporters who may be interested in knowing where and in what quantities shipments are going to the countries south of the Rio Grande.

Round Logs

British Honduras and Guatemala each bought 1,000 feet of round oak logs from American exporters in 1913; Panama bought 40 000 feet, and Nicaraugua 49,000. Mexico purchased 34,000 feet of walnut logs, and all other round logs to those countries are shown as follows:

	Feet
Mexico	15,630,000
Panama	7,577,000
Honduras	213,000
Costa Rica	191,000
Guatemala	109 000
British Honduras	41,000
Nicaragua	4,000

Total purchases of round logs by all the countries, 23,890,000 feet.

Sawed Timber

Below are figures showing the exports of sawed timber, most of which was yellow pine:

	Feet
Mexico	14,688,000
Panama	503,000
Honduras	81,000
Costa Rica	62,000
British Honduras	30,000
Guatemala	16,000
Total	15,380,000

SAWED LUMBER

Both hardwoods and softwoods are included in the lumber exports to Mexico and Central America, but the softwoods are sent in much larger quantities. Oak and red gum are the principal hardwoods in that trade. The purchases of gum in 1913 by Nicaragua amounted to only 1,000 feet, and Mexico bought 58,000. The purchases of oak follow:

	Feet
Panama	443,000
Nicaragua	172,000
Honduras	8,000
Mexico	7,000
Guatemala	5,000
Total, oak	635,000

LONGLEAF PINE

	Feet
Panama	20,552,000
Mexico	18,995,000
Honduras	3,843,000
Costa Rica	3,587,000
Nicaragua	689,000
British Honduras	625,000
Total	48,291,000

CYPRESS

	Feet
Honduras	637,000
Panama	265,000
Mexico	155,000
Nicaragua	18,000
British Honduras	18,000
Guatemala	12,000
Costa Rica	9,000
Total	1,114,000

DOUGLAS FIR

The Pacific coast of the United States ships Douglas fir to the countries which front on the Pacific ocean. That includes all of them. There is not an independent country from Panama to the Arctic ocean which has not a coast on both the Atlantic and Pacific, except Salvador, which fronts on the Pacific only.

	Feet
Panama	14,729,000
Mexico	14,058,000
Salvador	646,000
Guatemala	554,000
Costa Rica	220,000
Honduras	104,000
Total	40,311,000

WHITE PINE

	Feet
Mexico	17,277,000
Salvador	184,000
Panama	85,000
British Honduras	35,000
Costa Rica	9,000
Total	17,590,000

Shortleaf pine lumber was bought by only three countries, but the total was comparatively large. Salvador took 7,000 feet, Panama 54,000, and Mexico 29,010,000.

OTHER YELLOW PINE

This wood listed in our exports to Mexico and the Central American states is various yellow pines which are not specifically named, but consist of several species. The shipments in 1913 were as given below in feet:

Mexico	26,845,000
Honduras	1,814,000
Panama	1,523,000
British Honduras	1,218,000
Nicaragua	381,000
Guatemala	181,000
Costa Rica	43,000
Total	32,005,000

REDWOOD

Shipments of redwood go southward by water from California, and the totals for 1913 in feet are shown below:

Mexico	1,504,000
Panama	830,000
Guatemala	386,000
Salvador	36,000
Honduras	23,000
Costa Rica	7,000
Total	2,786,000

ALL OTHER LUMBER

Ten thousand feet of spruce and 269,000 of yellow poplar were sent to Mexico, and the following shipments of other woods were reported:

	Feet
Mexico	3,772,000
Honduras	217,000
Salvador	22,000
Panama	18,000
Guatemala	8,000
British Honduras	5,000
Total	4,042,000

The whole export of lumber from the United States to Mexico and Central America last year amounted to 144,178,000 feet, and of round and square logs 39,269,000 feet. There were shipments of other forest products. Mexico bought 9,262,000 feet of joists and scantling, and Panama 33,000. The purchases of shingles from the United States by Mexico totaled 4,684,000, Panama 116,000, Guatemala 54,000, Honduras 48,000. Nine shingles are approximately equivalent to one foot of lumber.

RAILWAY TIES

Last year we sold railway ties to the countries south of us as follows:

Mexico	685,594
Panama	244,477
Costa Rica	87,971
Honduras	71,043
Guatemala	47,928
British Honduras	6,325
Salvador	5,000
Nicaragua	1,185
Total	1,149,523

A railroad tie is equivalent to thirty-two feet of lumber.

COOPERAGE

A fairly large quantity of manufactured products of wood is exported to the countries south of us. Most of the lumber is used in the rough for bridges, trestles, mine buildings, wharves, warehouses, and the like. When manufactured wooden articles are wanted, they are generally purchased ready made, because facilities for manufacturing are not the best in those countries. Ready-made barrels were last year bought as shown below:

	Value
Mexico	$116,729
Panama	12,378
British Honduras	1,765
Honduras	724
Nicaragua	161
Guatemala	42
Total	$131,799

Mexico imported our staves and barrel shooks to the amount of $216,087, Panama $1,200, Honduras $176, and Nicaragua $100. In the group classed as "all other cooperage" we sold Mexico $72,467, Panama $25,280, Nicaragua $1,177, Guatemala $803, British Honduras $852, Costa Rica $375, Salvador $5.

The export of box shooks ought to become a large part of your business with those countries in course of time. Fruit and vegetable shippers will need them. The number of box shook exported last year to Mexico and Central America is given below:

	Number
Mexico	4,565,969
Panama	54,472
Costa Rica	26,288

Honduras	3,200
Salvador	1,000
Guatemala	600
Total	4,651,529

BUILDERS' MATERIAL

Various kinds of building material and supplies are exported to those countries from the United States. In the following tables the values of such exports are shown in dollars:

	Furniture	*Doors, Etc.*
Mexico	$536,294	$11,667
Panama	130,206	20,108
Costa Rica	34,872	4,267
Guatemala	30,745	5,204
Honduras	19,904	4,861
British Honduras	14,719	3,589
Nicaragua	12,519	1,895
Salvador	10,234	971
Total	$789,493	$52,562

Our exports of other commodities are given in the table which follows:

	House Finish	*Woodenware*
Mexico	$31,751	$14,784
Panama	10,220	2,037
Costa Rica	1,990	1,432
Guatemala	1,628	370
British Honduras	1,103	936
Honduras	942	1,392
Nicaragua	860	284
Salvador	67	50
Total	$48,561	$11,285

OTHER WOOD MANUFACTURES

Mexico	$324,866
Panama	68,202
Honduras	29,786
British Honduras	16,926
Nicaragua	15,337
Guatemala	11,610
Costa Rica	9,095
Salvador	1,825
Total	$477,647

Native Timber

The timber which grows in the regions between the Rio Grande and Panama will compete with shipments from this country, so far as the kinds are similar. There is more pine in those republics than in the West Indies, but otherwise the forests are very similar. That is particularly true of the Central American states and the West Indies, and what was said in a former article concerning the timber resources of those islands applies very generally to Central America. Mexico is somewhat different because of its topography and its dryer climate in some parts. The country consists largely of high plateaus and mountain ranges where rain at certain seasons is scanty.

Outlook in Mexico

The opinion is generally held and is probably well founded that a change for the better will come before long in Mexico, either by the disappearance from the scene of the quarreling politicians, or their suppression by a strong arm. It is certain that the country's tangible resources have been so abused and wasted during recent years of internecine strife, that when peace comes, a serious search will begin for something to sell in order to patch up the broken fortunes of the government and the large property holders. The fortunes of the common people who had little to lose will not be much affected by the war one way or the other. Their labor will be about all they will have to sell, as it was before the trouble began.

It is usually considered that next after the mineral lands, Mexico's timber will be the largest resource that can be quickly converted into cash. It has been seriously asked whether the rapid conversion of that stumpage into marketable products may not upset the markets in the United States. The fear that such a thing might occur is not lessened by the unknown quantity of timber that might be cut. People are often more scared at what they cannot see than at what is apparent.

This holds for Mexico's timber situation. There is a lack of exact information concerning the forests of Mexico; but they are not extensive enough to scare anybody on account of their size. The latest report covering that subject seems to have been published four years ago in "The Forest Resources of the World," by Raphael Zon, who complains that the report is based on meager information.

According to that, the timbered lands of Mexico embrace from 20,000,000 to 25,000,000 acres, consisting of pines in the North and hardwoods in the South. The southern forests are more than two thousand miles from the northern, and most of the timber is inaccessible at the present time. A cruise of a tract of 1,000,000 acres furnished the only basis for an estimate of the remaining areas. That cruise showed an average of 8,000 feet per acre, and it was believed that was above rather than below the average for the country's whole timber area.

That would place Mexico's whole supply of standing timber at 200,000,000,000 feet, or less. That is less than one-half of the quantity of the single species Douglas fir in the United States. It does not exceed the standing oak in this country. It is little more than half of California's timber, about half of Washington's, little more than one-third of Oregon's. It is less than the stand of longleaf pine alone in the South.

The pine is usually of good quality similar to that commonly called California white pine or western yellow pine. There are several kinds of pine among the mountains of Mexico. In the southern part of the country there are many hardwoods and some softwoods. Mahogany, prima vera, and Spanish cedar are the best known.

The lumber business in Mexico four years ago was ridiculously small, and it is probably smaller now. The whole annual output in Zon's report was placed at 225,000,000 feet, board measure. That is less than the product of the little state of Vermont, and only one-tenth that of Mississippi. It is apparent that lumber will have to come out of Mexico at a much faster clip than that to have much effect on the markets of the United States. A couple large mills of Louisiana or Washington will cut more lumber than was reported annually from the whole of Mexico.

If peace is restored in that troubled country and business opens up, it will have an effect on the lumber business of the United States different from what some have apprehended. Instead of flooding this country with Mexico lumber, that country will buy from us. Four years ago the Mexicans were importing from this country three-fourths of all the lumber they were using. They could not supply even their own people with lumber, but came to the United States for it.

They are not users of wood. Anyone who ever had a single glimpse of a Mexican town or ranch does not need be told how small the market is for lumber. They would rather live in a mud house than take the trouble to procure lumber; and the ranch of 10,000 acres usually has about as much fence on it as the ordinary ten-acre Indiana farm. Most of the wood used in Mexico is bought by foreigners for railroad building, oil well development, mine improvements, and the like, while the typical native's purchases are nil.

With the restoration of peace, if it is the kind that investors have confidence in, there will be a good trade in lumber between the United States and Mexico; but the most of the shipments will go south, not north.

Means of Communication

South of Mexico the means of communication are poor. This applies both to sea and land. In normal times ships are not numerous in those waters. Of course, vessels with cargoes for certain ports go and come as business calls, and on the east side the fruit steamers carry out pretty regular schedules, but travelers on the west side miss many connections which look easy in the printed time tables, but are often woefully out of joint in practice. A wait of two or three days for a boat, after it is due, has been described as a common incident of travel in that region; while annoyances and delays which beset the traveler at the custom houses are said to be enough to break the patience of Job. The commercial travelers who make regular trips in those countries have learned to discount such annoyances and delays, and to endure them with stoical patience; but the newcomer who is making the rounds for the first time has experiences which he will not soon forget.

It is often worse inland than on the coast. In some of the countries,

wagon roads are practically unknown. What little merchandise is taken inland is carried on mules. Of course, the importation of lumber is out of the question in places like that. From 1907 to 1909 the town of Tegucigalpa in Honduras, with 35,000 inhabitants, had only one visit from a commercial traveler, and he had whisky to sell. A mule path a hundred miles long is the only avenue of communication with the outside world; and that is not a solitary instance. There are many like it all over Central America. There is no earthly show of selling lumber, furniture, farming implements, or other forest products under such circumstances.

There are, however, some railroads in Central America, and there are harbors where vessels may land cargoes. Likewise, there are rivers by which freight is carried by boats to the interior.

Business Attitude of the People

Most business in Central America is done on a small scale. There are many natural resources in those countries, but the natives show little disposition to develop them. In some instances, foreigners long ago would have carried out works of development, but for their fear of investing money where danger of confiscation was so great. In some of the Central American countries every conceivable line of business has been sold by the government as a concession or monopoly, and the holder in many cases is concerned only in squeezing as much money as possible out of the business in the shortest time. It is not so bad in other parts of the country; but considering the resources of the region, very little development is being carried out.

In some of the states, revolutions and tyrannies are chronic. There is no encouragement under such circumstances for persons to engage in honest business. They have no chance. For that reason, some parts of Central America are very poor while the resources are in sight to make them very rich. Sales of lumber under such circumstances must be limited. This is forcibly brought out by the statement that the annual sales of lumber and timber of all kinds, including railroad ties, in the whole region from the Rio Grande to Panama, are smaller than the sale of longleaf pine alone to the single country, Argentina. It would seem that there ought to be room for increase in lumber sales when such a showing as this is made. These countries, lying at our very border, and enormously rich in natural resources, are not able and willing to buy as much lumber as a single farming country five thousand miles farther away.

Financial Condition

Everybody knows the financial situation in Mexico. It would not be fair to say that all Central America is like it, but some of it is even worse. Some of those countries have defaulted in the payment of interest on their national debts. In some cases not a cent of interest has been paid for thirty or forty years; others are not so much in arrears. The bad situation in most instances is due to graft and extortion on the part of officials in past time. One of the republics borrowed $100,000,000 for railroad building, and when fifty-seven miles had been built, the money was all gone. That is an example of high finance in some of those countries. The paper money is so depreciated that it is worth little more than Confederate money in the spring of 1865. The purchasing power of the people is necessarily low. They sell coffee, bananas, some cotton, ores and minerals, hides and horns of cattle, and some cabinet woods. They might increase their exports enormously, and thereby augment their purchasing power; but little tendency in that direction is observable.

Following are the origins of the names of some of the countries south of us: Mexico is the native Indian name for the country, originally written "Mejica." An American hearing the name pronounced in that country would suppose that the native was trying to say "Michigan."

Nicaragua is named for a native Indian chief Nicaras.

Salvador is Spanish for Savior.

Costa Rica in the Spanish language means "rich coast."

Honduras means "fathomless," so named because the sea is very deep off the coast and the Spanish explorers had difficulty in finding anchorage for their ships.

Guatemala is an Indian word which has been translated "land of forests."

Yucatan is an Indian term meaning "I don't understand." When the Spanish discoverers asked the Indians the name of their country the reply was "Yucatan," which the explorers supposed was the country's name.

Many valuable books on Mexico and Central America have been published. Those who wish to obtain general idea of the countries and the people in a short time might begin with "Mexico in the Twentieth Century," 2 volumes, 1907, by Percy E. Martin, an Englishman; and "Central America and Its Problems," 1909, by Frederick Palmer. Mr. Palmer's book contains few statistics, and mentions trade only incidentally; but it describes conditions in a manner which leaves an impression on the reader. An extract from Mr. Martin's work on Mexico will indicate his manner of presenting his subjects:

"There is scarcely a private office, bank, or public building which one enters which does not contain obviously American furniture; for its mathematical angularity and generally unattractive appearance are unmistakable. Thousands of rolltop desks, revolving chairs, tables, bookshelves, settees, sofas, and rockers find their way into Mexico from across the border, in spite of the heavy duties which are imposed. Chairs, beds, dressers, and bedroom tables cannot, however, enter on account of these duties, and the consequent high prices at which they are retailed. Quantities of good agricultural implements are being introduced into Mexico, the more intelligent among the haciendados at length consenting to purchase after years of persuasion. American light-bodied carriages are also becoming popular, as are a certain number of American automobiles, although the favorites among the wealthy classes are still those of French, Italian, and British make."

Oak in the Furniture Trade

Oak always has been and always will be an important item in furniture making. Still one can hardly go through a furniture exposition or make a round of the displays in the show windows without being impressed with the idea that oak is being overshadowed more than it should by other woods which have come into favor lately. As one student of the situation puts it, it looks at times like oak has stood by unobtrusively and let other woods run away with a large share of the furniture trade. Among the features of late furniture shows have been walnut as perhaps the newest thing in prominence, and prior to this mahogany was a favorite, followed by Circassian and figured gum. Birch, too, has been more in evidence lately, and all around there is evidence of bringing to the front other favorites, with oak manifesting a sort of modest or retiring disposition.

There is oak in evidence, of course; there always has been and always will be. Some beautiful effects are seen—some in period stock with brown stain and some with grey, some plain and some quartered—but for all that oak is not nearly so conspicuous in the furniture trade as it has been at times in the past. No one feels inclined to find fault with other woods for coming into favor and capturing their share of the trade. We have many excellent native cabinet woods and the list of attractive imported woods is increasing right along. These things are as they should be, too, for we need the variety in the furniture and cabinet trade and we can take care of even more variety in attractive woods. All this, however, doesn't mean that oak should take a back seat and veil itself with the obscurity of the onlooker instead of being an active participant. Oak is really entitled to a bigger and better place in the furniture world.

Persistent concerted effort at exploitation has helped materially in popularizing other woods in the cabinet world. This exploitation has taken on various forms and in some instances the work of exploitation here has overshadowed the oak boosting. This suggests that those interested in the promoting of oak may make a bigger and more conspicuous place for it in the cabinet world and also in interior trim by more attention to exploitation. There has perhaps been too much assuming that oak is so well known and its qualities are so thoroughly established that it needs no one to speak for it and no special advertising or exploiting. Logic of this kind might have applied with some force in the days gone by, but in this day that which is not persistently exploited and brought to the attention of the public in new lights from time to time is soon forgotten and generally neglected. This may well be given consideration by those interested in oak and desirous of seeing it occupy a more prominent place in the furniture trade.

Wood Ashes as a Resource

Editor's Note

Few persons are accustomed to think of ashes as a forest product worth considering. While the ash remaining when wood is burned is an asset of minor value in comparison with what lumber is worth; yet, since it is usually regarded as waste pure and simple, utilization, even in a small way, should be encouraged. Several interesting matters are connected with the by-products which become available when wood is burned. Ashes, charcoal, and in certain cases, even smoke are of commercial value. The following article is devoted to ashes, and deals chiefly with present conditions and future prospects, though brief references to statistics and past uses are included.

When wood has been reduced to ashes it is generally considered that the waste is absolute, yet that has not always been the case, nor is it the case now. An English newspaper recently printed as a curiosity "an ash burner's will." The man who made the will died some 250 years ago, and left ash houses, ash ovens and the like, to be divided among his heirs.

There should be no mystery about the occupation of an ash burner, neither in England nor in America. Wood ashes and their products were once common commodities and to some extent they are commodities yet. The value of the trade is not so large as formerly, but wood ashes are not a waste product, though in most instances they are wasted.

When wood is burned, the remaining ash represents what the growing tree extracted from the soil, while the smoke that goes into the air represents what the tree derived from the atmosphere. The charcoal, if sufficiently burned, disappears. A small portion of a tree comes from the soil and much from the air. Some trees do not take one pound from the soil to one thousand pounds from the atmosphere, while others may take one from the soil for fifteen or twenty from the air.

Early Trade in Ashes

When English colonists settled on the Atlantic coast from New England to North Carolina, the abundance of wood suggested to them that there might be profit in the sale of ashes. In 1621, less than fifteen years after the founding of Jamestown, the Virginians were selling ashes at from thirty to forty dollars a ton for export to England. Wood was cheap in Virginia. It could be had for the cutting; yet, it is doubtful if ashes could be burned at that price, if carried on as a business. What was sold must have been scraped together where log heaps were burned in clearing land, or from ash dumps near residences where the open fire places consumed wood by the cord. An early law required the colonists to collect ashes from the clearings. On page 151, vol. I., of Hening's "Statutes at Large," Virginia, this law is recorded:

"Every master of a family within the several plantations of this colony shall use their best endeavors to preserve and keep in dry and tight houses or casks all those ashes which shall proceed and be made by the wood that is burned in clearing their grounds, that they may be ready at all times to be delivered to those who shall require the same to make experiments thereof."

Hickory was then abundant in Tide-water Virginia, and was the best wood for fuel. It is high in ash, and in the burning of thirty-five cords, about one ton of ashes could be secured. In the large fireplaces and open cabins of that time, an average family probably burned that many cords a year; but if the fuel were pine, at least 100 cords had to be burned to secure a ton of ashes.

In the region now comprised in the states of Maine and New Hampshire, a large business was carried on in wood ashes about 1670, and to some extent it has continued until the present time.

Domestic Soap Making

Without wood ashes, the domestic soap supply during the past 3,000 years would have been in a bad way. In the first half of the nineteenth century in Canada there were communities which had little income except from ashes or potash sold. It is evident, however, that their income was generally small.

The burning of ashes was a favorite business undertaken by negroes who had run away from slavery in the South and had settled in Canada. No capital was required, as wood was free; and, though the income was small, the work was easy and served to attract a good many people. As late as 1898 Canada exported annually 1,323 barrels of potash and pearl ash, the equivalent of more than 20,000 barrels of ashes. According to L. A. Groth's book, "The Potash Salts," published in London in 1902, the imports of Canadian ashes products were used in making soap for the British navy.

A century ago eighty per cent of the potash shipped from New York and Boston was made from sugar maple wood.

The Ubiquitous Ash Hopper

The bulk of wood ashes employed in soap making during pioneer times, and even more recently, is not shown in published statistics. Nobody thought it worth while to compile figures on so common a subject as soapmaking in the back yards of farm houses and village residences; yet there was no domestic industry more universally followed. Every family made its own soap, as it made its own clothing and shoes. No expert knowledge of chemistry was necessary to make a kettle of soap, as it was done in rural communities up to half a century ago. The art is not yet lost in some localities.

In anticipation of soapmaking day, wood ashes were shoveled from stoves and fireplaces during the winter and were collected in barrels and bins. Grease and fat from the kitchen and smoke house were laid aside to be ready when wanted.

The ash hopper or ash gum was always in evidence. It was a necessary article in practice, but it was not a thing of beauty, though it usually occupied a conspicuous place, often "between the house and the big road."

During the first warm days of spring, the winter's accumulation of ashes were deposited in the ash hopper and water was poured on until the whole mass was thoroughly soaked.

The lye, which is a caustic liquor of a color resembling red wine, was drained into a trough. For boiling, it was placed in large iron kettles, grease and other necessary ingredients were added, and a couple hours of boiling completed the work.

A prevalent superstition required that soap, while boiling, should be stirred with a sassafras stick. Commercial soap makers took advantage of that conceit and scented their soap with sassafras oil, seeking thereby to convey the impression that it had been stirred with a sassafras stick. It is needless to say that all the odor which could be imparted by stirring with a sassafras stick would not be noticeable.

Antiquity of Soap Making

As an interesting commentary on the use of wood ashes in soapmaking, a curious description is quoted below from an epic poem believed to have been composed in Finland 3,000 years ago. The quaint account shows that family soap was made then almost precisely as it was made in America up to fifty years ago. The Finnish poem is known as the "Kalevala," and was the model followed by Longfellow in writing "Hiawatha." In the following extract from the old epic a blacksmith is giving orders:

"Fill with heat the honey chambers,
Lay the faggots on the fireplace,
Lay the smaller woods around them,
Pour some water through the ashes,
Make a soap of magic virtue
Thus to cleanse my blackened visage."
Then Annikki, kindly sister,
Quickly warmed her brother's bathroom,
Warmed it with the knots of fir trees
Which the thunder-winds had broken;
Gathered pebbles from the fire-stream,
Threw them in the heating waters;
Broke the tassels from the birch trees,
Steeped the foliage in honey,
Made a lye from milk and ashes,
Made of these a strong decoction,

Mixed it with the fat and marrow
Of the reindeer of the mountains,
Made a soap of magic virtue,
Thus to cleanse the iron artist.

The foregoing might as well have been written thirty instead of three thousand years ago, there being so little change in process in that long time; except that milk and honey are not now soap-making ingredients.

"Pohick Salt"

Wood ashes are little used now as meat preservatives, because better methods are available; yet in former years that was the common way among farmers. It is said the Virginia settlers learned it from Indians who preserved meat by covering it with ashes. Early travelers have left record that Indians on the coast of Maryland, Virginia, and North Carolina employed hickory wood ashes as salt. It is not likely that the use of ashes was for flavoring, but for a preservative. The white people adopted the method, and called hickory ashes "pohick salt," the word pohick being one of the Indian names for hickory. There is a village in Fairfax county, Virginia, called Pohick to this day.

Up to a few years ago ashes were occasionally used by farmers to preserve bacon. After it had been salted and smoked, it was placed in a trough and covered with ashes. There it remained several days, and was then taken out and the ashes brushed off. The application of ashes was for the purpose of killing or driving away the colonies of lepidopterous insects which infest bacon, and are popularly called skippers.

Orchardists formerly employed wood ashes, or lye obtained from them, to kill insects injurious to fruit trees. The most common enemy was the borer which tunneled under the bark near the roots of young trees. A quietus can be put on his activities by a liberal application of lye.

Fertilizing the Soil

The largest use of wood ashes in this country has always been in fertilizing the soil, and that will doubtless be the most practical employment of this commodity. Sales of ashes as fertilizers do not seem to date very far in the past in this country. Farmers and gardeners used their own to enrich their land. The leached dumpings from ash hoppers were as good as any. It is said that Indians in New England taught the settlers the value of ashes on exhausted soil. However, it scarcely seems credible that the fact was not known long before that time, since primitive agriculturists must have observed it hundreds of times.

It was early noted that cucumbers, melons, and pumpkins planted where log heaps had been burned were generally exempt from attacks by beetles, which are apt to destroy the young plants in other situations. The popular notion is that the plants growing in ash beds take up lye and other ingredients from the ashes, and their leaves and stems are so filled with the distasteful substances that the bugs will not eat them. The real reason is probably different. The beetles that prey on the plants' young leaves are accustomed to bury themselves in the soil near the plants' roots most of the time, coming up occasionally to feed. The soil which is rank with ashes is uncongenial to the burrowing bugs, and they seek new pastures, and the vines are spared.

Fertilizing Ingredients

The fertilizing value of wood ashes is due principally to the potash and other ingredients they give the soil. Potash may run six per cent, phosphoric acid two per cent, lime thirty-two. These amounts and ratios are not constant. The soil on which a wood grows is influential in determining the proportionate amounts of fertilizing elements incorporated with the ground. Trees occupying salt marshes do not yield ashes satisfactory as fertilizers, because of the presence of salt in the ashes. Considerable quantities of dirt of different kinds are often present in ashes sold in the market. The dirt is not a part of ashes, but is due to methods of gathering from ash heaps. Leached ashes are often one-third water.

The potash in wood ashes is taken up by the soil more readily than in most other forms, because the grains are generally extremely fine and the minute particles are easily distributed through the soil in convenient form for assimilation by plants. When tanbark is burned, the ash is poorer in potash and phosphoric acid than wood ash, but may be richer in lime.

Annual Crop of Ashes

No one knows how much wood ash is used yearly for fertilizing and for other purposes in the United States. Records are not kept, and figures are not obtainable. The amount of such saving is large, but the waste is more. Few persons save ashes, even when it would be quite convenient to do so. Waste is everywhere that wood is burned; where land is being cleared of logs and brush; where open fireplaces and stoves consume fuel; where mills and factories use wood to generate power; where brick-kilns, potteries, and other wood-burning plants are in operation. Now and then a wagon load or a car load is collected and sold, but such is not the custom.

The quantities of ash which different species of wood contain, have been determined experimentally. Figuring on the basis of ninety cubic feet of actual wood per cord, and on wood oven dry, the following table gives the weight of a cord and the weight of the resulting ash when the woods are burned. The table lists twenty-five kinds of wood:

One Cord of Oven Dry Wood

Species –	*Weight of Ashes, lbs.*	*Weight of Wood, lbs.*
Douglas fir	2	2,892
Sassafras	3	2,827
Red cedar	4	2,763
White pine	4	2,161
Wild black cherry	5	3,265
Yellow poplar	5	2,372
Longleaf pine	10	3,929
Basswood	14	2,538
Sycamore	15	3,184
White ash	15	3,669
White oak	17	4,171
Red gum	20	3,314
Beech	21	3,860
Locust	21	4,113
Sugar maple	21	3,877
Cottonwood	21	2,181
Sweet buckeye	25	2,514
California sycamore	30	3,736
Black walnut	31	3,429
Slippery elm	32	3,901
Shellbark hickory	34	4,695
Mesquite	92	4,241
Persimmon	158	4,744
Mastic	291	5,670
Guiana plum	434	5,241

It is apparent that the weight of wood is of little value as a guide to the quantity of ash which the wood contains.

Some Possibilities

Slabs and edgings now thrown away may be sufficient to produce 50,000 tons of ashes annually, calculated on figures given in Louis Margolin's "Waste in Milling."

Figured on the same basis, ashes from sawdust would total 500,000 tons a year. Cordwood now burned as fuel would be good for 500,000 tons, making a total of more than one million tons of ashes annually, little of which is now saved.

This is all theoretical. The practical problem of getting this material burned, and saving and selling the ashes, is not touched. Neither is the further reduction of the ashes to potash—the form in which the product is salable—given consideration. The problem is stated merely as a possibility. Practical methods of securing results remain to be worked out. Some factories which manufacture fertilizers buy wood ashes.

It has been suggested that this country can produce its own potash to make good that cut off by the closing of the German trade. We have been getting about 250,000 tons a year from there. If an attempt is made to convert ashes into potash, we might figure that six pounds of ashes will make one pound of potash. A million tons of ashes would be good for 150,000 tons of potash, or rather more. At recent market prices it would be worth $12,000,000. It would be worth twice that at present quotations, but the usual price is about four cents a pound.

The Lumbermen's Round Table

The Silver Lining

A prominent walnut man who recently thought that things had gone against him pretty badly because a lot of his logs were tied up in Hamburg with no prospect of getting out, is now feeling much more cheerful over the situation. The price of walnut, as well as other hardwoods, is going up over there, because the wood is needed for military purposes by the German government, and is going to be bought at a figure which will provide satisfactory recompense for the delay that has been involved.

From various sources there are indications of a demand abroad for walnut, ash, hickory and poplar, all of which are needed in large quantities for military supplies and operations. The inquiries will probably come in a roundabout fashion, but there is no doubt that the need is developing, and that the combatants are looking to America to supply the material.

One Phase of Contract-Breaking

It is a remarkable thing that many business concerns feel no compunction over breaking a contract to take lumber if they find that they can buy it in the open market at prices lower than they had agreed to pay to the contractor. Many reports have been received from hardwood concerns indicating that the proportion of consumers who are willing to resort to this method of making money, and to admit it, quite frankly, is very large.

There is more than the mere moral aspect of the situation, though in a large sense this is the most important fact developed. The thing to remember is that the concern which agrees to take say ten cars of hardwood lumber usually gets a material reduction in the price compared with the buyer who wants only one. If, after taking in one or two cars on the contract, the customer refuses to accept the remainder, and violates his contract, he is picking the pocket of the seller to the extent of the difference between the price of lumber in single carlots and the price on the ten-car order. That is one way of "beating the game," similar to the old gag of asking for a "sample car," but it should not commend itself to houses of any standing or pretensions to class.

Incidentally, the concern which lives up to its contracts soon gets a reputation for so doing, and lumbermen make concessions in its favor. A certain large concern in the store equipment field has inconvenienced itself on several occasions by taking lumber which it had contracted for but did not need at the time. The result of this policy, however, is reflected in the rock-bottom prices that are quoted it, and the general disposition of the lumbermen to give it the cream of the stock. Such a plan pays and pays well.

The Good Inspector

What makes a good inspector of hardwood lumber?

In the first place, of course, knowledge of the rules is one of his attributes. After that come reliability and willingness to work, but probably the quality that should stand out most prominently in the make-up of the inspector is steadiness and judgment. The man whose cars are uniform, and who doesn't vary widely from day to day, is a good inspector. On the other hand, the chap who will be hard on the lumber today, because he feels that way, and easy tomorrow, when his digestion is working better, is a very unsatisfactory employe.

"That inspector is too erratic to fool with," declared a lumberman regarding an employe of a large woodworking concern which is an impotrant buyer of hardwood. "As long as he is there I am not going to solicit their business. Some days he lets anything get by, and on others he calls every other board a lower grade than it really is. It's too expensive to be constantly arguing technical points, and until a new inspector is put in charge we don't want that business."

This may be a case of passing up orders without due cause, and may hurt the lumberman; but it hurts the consumer also to have that kind of reputation about his organization get out, and suggests that the job of inspector is more important, in its effects, than some lumber buyers seem to think it is.

Automobile Dimension Stock

A good deal of dimension lumber is purchased for use in manufacturing motor cars, and concerns which handle woodwork for automobiles are frequently inquiring for stock cut to size for use in their operations, realizing that they can save waste and freight bills by buying that way. A large manufacturer of this class of goods recently asked dimension houses for quotations on 6,000 boards, 4 feet long by 10 inches wide, of good ash or oak, for use as automobile running boards. The material was to be clear, though a good No. 1 grade could be used.

Motors in Wholesale Yards

One advantage of having some sort of equipment for remanufacturing lumber in a wholesale yard is that a lot of this work can be done during idle times when it would be necessary otherwise to let the men go. A large hardwood concern which has a motor-driven saw in its yard is putting in a good deal of time at present having boards worked over and defects cut out, the work being a good investment of time and labor, since the grade of the lumber is raised, and the sawyer is kept on the job when ordinarily it would be necessary to let him go. In yards of this kind the plan is usually to work the stock when it is received; but sometimes with a lot of lumber coming in all of it cannot be given attention, and the work is done as the stock is loaded out. At present much of the time is being put in in sawing up broken boards, sticks and scraps for sale as baker-wood, a considerable revenue being realized, and the yard being cleaned up at the same time.

Do You Enjoy Your Work?

The only happy man is he who likes his business, and revels in his work. If you are discontented with your lot, and feel that you are in the lumber business simply because you can make a living out of it, you are extremely unfortunate. On the other hand, if you find things to be keenly interested in, entirely apart from the commercial angle of the proposition, you are going to take enjoyment in carrying on your business. That is the ideal condition, and it is not only one that makes for personal happiness, but for business efficiency. The sawmill operator who is interested in making his mill do the best possible work, for the sake of the work, will produce the best lumber at the lowest cost. The cheerful, interested man can always get better results than the grim-visaged grouch, who imagines that having to work is a punishment, instead of being one of the greatest blessings imaginable.

The capacity to take interest in everything pertaining to one's business is one of the requisites of a good association or club member. The man who has enough breadth of vision to see what can be gained by co-operating with others is always enthusiastic over organization effort. The sort who thinks that business of all kinds is a bore wants as little to do with his fellows as possible, and consequently can see no advantage to be gained from meeting them in local and sectional and national organizations.

The Discount Hog

In spite of all that has been said and written on the subject, there are still plenty of people who hog all the discounts they can whether they are entitled to them or not. Of course the lumberman who refuses to maintain his terms and allows the buyer to say what the discount shall be has no reason to complain if it is excessive; but the objection may logically be made against taking a discount that one is not entitled to. A case of "rubbing it in" occurred recently when a lumberman sold a couple of cars of oak to a big consumer, who, after agreeing to take it at a price that was about as low as could be asked, said that his terms were two per cent thirty days, instead of the usual ten. The lumberman hesitated, but finally agreed to allow the extra time. He was considerably irritated, however, when the customer waited nearly two months and then took off the discount. The moral, apparently, is that if you make one concession, another is always demanded, so that it is just as well to stick to the letter of the law in the first place.

Foreign Exchange and Credit

A recent issue of *American Industries* contained an article on foreign exchange and credit by V. Gonzales which explains many points which concern men engaged in foreign trade. Referring to the period before the beginning of the European war it is stated that most countries were on a gold basis, that is, their different forms of money were convertible into gold on demand. Their international commercial transactions were adjusted according to the gold equivalents of their respective moneys, all referring to each other on a basis of actual gold being obtainable as final settlement.

The American dollar had an exact equivalent in all countries in proportion to the gold contained in every other unit and to the gold value of silver in silver standard countries. Commercial rates of exchange fluctuated according to supply and demand of transfers, but rates were confined within the limits of the cost of exporting or importing actual gold. These limits only in very exceptional cases were passed. The pound sterling was worth, at par, $4.86⅔, because it contained 4.86656 times the amount of gold contained in the dollar. Commercial rates fluctuated between $4.82 and $4.9065, because the cost of importing or exporting gold never was more than 4.656 cents per pound. And such was the case with all other moneys.

Now the relation has been broken because gold is not freely obtainable anywhere, except in small quantities. There is no fixed value to the dollar in the terms of any foreign money nor to any foreign money in the terms of the dollar. Market quotations have no longer any fixed limits and it is a matter of daily adjustment, according to supply and demand, and the chances each one may be willing to take. Transfers of money are not available anywhere and most of the transactions are limited today to cable orders or payments converted into local currency everywhere at rates fixed by the will of dealers in this line of business.

Whether or not gold will be restored as a basis of money values and what relation it will have to the former units, no one can tell. It is to be hoped that after the transition period all will return to normal conditions.

In the meantime, we have a very serious problem before us—the adjustment of accounts contracted in foreign money. Will goods sold in francs be settled in dollars? Drafts discounted by banks, coming back for want of payment will have to be taken up by drawers or endorsers. Who will be the loser in the reconversion into dollars?

While the difference in rates was small no disputes arose, and holders were contented many times with receiving another draft in foreign money, which was practically replacing credit in a foreign country. But at this time when differences may be very large, and other drafts may not be obtainable, the question will supply grounds for many disputes.

Legal proceedings will do good to no one; it will be much better to arrive at an agreement before the case presents itself.

Limits of exchange rates in all places are no more confined to cost of transferring actual gold which is practically impossible, and just as the franc can drop here from a par value of 19.295 cents to 16 cents or less, the dollar in France, worth formerly at par 5.18262 francs, may rise to 6, 7, 8 francs or more. Nothing can govern the rate.

Bills drawn in all countries on other countries in foreign money are payable in local currency at the collecting bank's rate for drafts in that foreign money.

The countries at war and others not involved in it have decreed moratoriums, that is, they have postponed maturities for a fixed period now, but which can be extended indefinitely. We are not at war and our payments are not postponed: what legal excuse can be given for a delay? On the other hand, if our collections are delayed everywhere, as may be the case, should we, alone, be forced to pay in due time?

Matters of national honor and individual credit do not seem to be so much at stake now. Every country is hurt, even if as far away as we are from the entanglements of the conflict, and every country is resorting to or considering moratoriums as a temporary relief until conditions become less stringent. Should we alone meet foreign obligations at their natural maturity? Payments due here by French merchants enjoy the benefit of the moratorium decreed in France. Would American obligations payable in France enjoy the same privilege? Or does the moratorium in France apply only to foreign obligations payable in France by French people only?

We have advocated an extension of time to all foreign debtors, as a means of relieving the situation and making trade slightly less difficult. But the string should not be pulled one way only.

Exchange adjustments, at present, are next to impracticable and only an extension, practically a moratorium, can save the good name of acceptors. In London a moratorium was decreed not because of exchange difficulties, but because of lack of money or credit to settle obligations, and while bankers there all enjoy the relief of the extension they have not thought that they should grant as much as they took for themselves.

In few words, the absence of exchange, credit and money should simply put off for a period pending obligations of the whole world. We are much better off than the rest of the world, but if we become disabled, because of a quixotic pride in sacrificing our gold, who can then aid the trade of all countries during the crash and during the period of convalescence?

Domestic credit for domestic purposes is quite available here, but to maintain it and utilize it as much for ourselves as for the rest of the universe we must protect it. Our obligations, national, state, city, of corporations or of individuals, are not taken by anybody anywhere today, nor do we accept those of any other country.

The Rubber Industry of the Future

One quite frequently reads intimations in periodicals that the price of rubber is likely to take a considerable drop on account of the synthetic processes of making rubber, which are said to have recently proved successful. It is also believed by some that old rubber will eventually be so treated that it can be made to regain its original elasticity. While old rubber can be economically employed in a great many ways, it can never be made to regain its original characteristic elasticity. The disintegrating processes in old or dead rubber have progressed so far that it will be just as easy for one to change bad eggs into fresh eggs as it is to regenerate dead rubber into good rubber. In the utilization of dead rubber it is always necessary to add fresh or elastic rubber.

So far as the synthetic processes of making rubber are concerned no fear need to be entertained by those interested in the production of vegetable rubber. It has been claimed that very promising results have been attained through the chemical processes, but even if this is so, the process has yet to be made practicable. It does not seem possible, however, that rubber can be produced artificially from entirely different substances. The characteristic constitution of rubber is not very easily understood, and it is still more difficult to imitate and manufacture it on a commercial scale. There would be no necessity to produce rubber synthetically if a substance with similar elasticity could be discovered. Unfortunately, there is no such material.

That rubber will eventually decline in price on account of the numerous plantations which are now being started all over the tropics is also questionable. The increase in the production of rubber is evident, but as this increase takes place which will tend to decrease the price there is a corresponding increase in the demand for rubber. The automobile business increases enormously every year. The chief item of expense in the use of an automobile is the replacing of rubber tires, and the future income of the man who owns a rubber plantation is dependent upon the increased use of the automobile. The price of leather has an influence upon that of rubber. The pessimist who fears the fall in price of rubber has no foundation for his belief. Moreover, those who have given the matter considerable thought can readily see that the future outlook for rubber is very bright and that new fields will eventually be opened up from which vegetable rubber will be drawn.

Pertinent Legal Findings

Variance in Quality of Lumber

If a seller of a quantity of lumber delivered material of different quality, the buyer, by accepting the delivery, waived any right to afterwards complain of the quality, except to claim a reduction in the price to be paid. (Norwood vs Maremont, Wolfson & Cohen Company, 182 Illinois Appellate Court Reports 78.)

Equitable Liens on Logs

Plaintiff contracted to buy a quantity of logs from defendant, who agreed to deliver them at a railroad station. After having the logs measured and branded with her brand, plaintiff advanced $2,000 to defendant on the purchase prices. Held, that plaintiff acquired an equitable lien upon the logs which she could enforce, to secure repayment of such advances, against a third person, who afterwards bought the same logs from defendant. (Kentucky Court of Appeals, Kline vs. Cofield, 169 Southwestern Reporter 477).

According to the latest available figures, Pennsylvania stands fifth in the production of wood pulp and is second to West Virginia in the amount of slabs and other sawmill waste used for pulp; Maine stands third.

Duty to Safeguard Machinery

The decision of the Minnesota supreme court in the case of Glockner vs. the Hardwood Manufacturing Company, 122 Northwestern Reporter 30, sums up some of the vital rules of law which govern the liability of woodworking manufacturers for injury to employes caused by failure to equip dangerous machinery with safeguards. These rules may be summarized as follows:

When a state law requires dangerous machinery to be guarded, omission to equip a machine with a guard which it was practicable to apply constitutes actionable negligence, rendering the employer liable for any injury resulting to a workman as a direct result of such omission, without further proof of any carelessness attributable to the employer. But an employe, on suing for an injury received, has the burden of proving not only that the machine at which the accident occurred was a dangerous one, but that it was practicable to have equipped it with a safeguard. "The practicability of guarding dangerous machinery depends upon the character of the machine, its history, the difficulty of attaching a guard without interfering with its efficiency, and upon all the facts and circumstances surrounding the matter at and prior to the time of the accident."

Delivery of Lumber Sold

When an agreement for a sale of lumber has been entered into, and transportation of it by rail or vessel is involved, the question as to when title passes to the buyer may become a very important one. The point is usually raised when the shipment has been lost or damaged in transit, but occasionally arises where a third party attempts to attach the property as belonging to one of the parties.

Clear provisions of the contract of sale are, of course, controlling on this question, and the following observations are limited to cases where the contract is silent as to whether delivery shall be made to the buyer at the point of shipment or at the destination.

As a general rule, title is presumed to have been intended to pass to the buyer on delivery of the shipment to a railway company or other carrier for transportation to him. This is specially true when the buyer has designated a certain carrier to whom the shipment is to be delivered. But to constitute a delivery to the buyer through a delivery to a carrier, the seller must relinquish all control over the lumber. The seller cannot ship the freight to his own order, and then assert that delivery to the railway company was a delivery to the buyer's agent.

Prepayment of the freight charges raises an inference that the seller intended to retain title pending transit, but that presumption may be overcome by countervailing circumstances.

There is an authoritative appellate court decision to uphold the statement that when lumber is shipped in the name of the buyer, title passes to him under the general rule above stated, although the bill of lading be not sent to him at once.

Under a contract to deliver lumber f. o. b. cars place of loading, it was decided by the supreme court of Wisconsin that the buyer was bound to pay for the quantity loaded on the cars pursuant to the agreement of sale, as distinguished from the quantity which arrived at the destination, since title passed to the buyer on the shipment being delivered to the railway company, subject to the buyer's right of inspection.

Employer's Liability for Accident

A woodsman engaged in trimming fallen trees is not entitled to recover for injury caused by his being struck by a branch in turning a tree over, although the tree may not have been felled in a proper manner, that not having been the direct cause of the injury. (Kentucky Court of Appeals, Dotson vs. Delorme Lumber Company, 169 Southwestern Reporter 503.)

Implied Contracts to Pay

When it is shown that a firm has received lumber and used it in the firm business, the seller need not prove an order therefor in order to recover the value thereof; acceptance and use of property implies a promise to pay. (Georgia Court of Appeals, Cary vs. Simpson & Harper, 82 Southeastern Reporter 918.)

Phases of Timber Conveyances

In the case of Baker vs. Kenney, 124 Northwestern Reporter 901, the Iowa supreme court decided the following propositions of law applicable to sales of standing timber:

A sale of trees growing upon a certain tract of land, with permission to cut and remove them within a certain time, gives no interest in the land itself, and hence need not be evidenced by a written instrument. (Ed. Note.—It would seem, however, that although a contract to sell standing timber does not pass such "interest in land" as is required by the statutes of nearly every state to be reduced to writing, the agreement does fall within the laws of the several states which require contracts not to be performed within the period of one year to be evidenced by a writing signed by the person to be bound thereby.)

A conveyance of all the "timber and growth of timber," on a given tract of land, with the privilege of removing the same, includes timber growing after the date of the deed, as well as that standing at the time.

Ordinarily a contract to sell growing trees to be removed within a specified time, gives title only to such trees as are cut and removed within that time, or, if no time is specified, title to such as are removed within a reasonable time. But the courts will declare that a timber deed gives a perpetual right to remove trees, where the language of the deed clearly manifests such intention, as where an owner of land conveyed to the grantee, his executors and assigns, all the timber and growth of timber on certain lands, with the privilege "at all times" to enter upon the land for the purpose of cutting and removing the same.

Risk Not Assumed by Employe

An employe of a lumber company does not assume the risk of being injured or killed through fall of a pile of lumber placed upon a floor which is insufficiently underpinned, unless he knows of the defective condition. (South Carolina Supreme Court, Anderson vs. Conway Lumber Company, 82 Southeastern Reporter 984.)

Letter Was Not Libelous

Where plaintiff placed a claim for collection with attorneys against defendant on the ground of shortage in a shipment, defendant's letter written the attorneys in response to a demand for payment, denying that there was any shortage, and stating that it was "just a case where we think Mr. Brown wanted to get an allowance of $10," was not libelous. (North Carolina Supreme Court, Brown vs. Elm City Lumber Company, 82 Southeastern Reporter 961.)

Lumber Hauler's Right to Lien

One who contracts to furnish teams for hauling lumber, either driving the teams personally or employing drivers at so much the thousand feet, is not entitled to a statutory lien to secure payment of his compensation, as an "employe" or "day laborer" of a corporation or partnership.

Promoting Hardwood Trim

Do you fully realize the importance of house trim as an item in the hardwood trade? Unless you have studied this subject in a broader light and beyond the actual volume of immediate consumption of hardwood in this work, the chances are that you do not realize its full importance. It is not merely that hardwood trim has been an item of some comparative importance during the past building season; it is not either merely that it has been a sort of saving grace in the trade in many instances and has furnished one of the few bright spots in the trade during the fall and summer; but beyond this there is interest and importance in the fact that hardwood trim has an effect upon the furniture trade. The hardwood trim used determines to quite an extent the kind of furniture that will go into the homes.

Take an office building, for example, and let the hardwood trim be of mahogany throughout, and the tendency toward mahogany furniture among the occupants of a new building of this kind will be very strong. Those who buy new furniture will buy mahogany outright. Some unable to afford the mahogany may buy birch stained; others with oak furniture may abuse the good oak by staining it red to harmonize with the mahogany trim.

The same story holds true in house trim. If a man in building a new home uses oak for the interior trim his preference will naturally turn to oak for the furniture in everything from parlor to bed room. If a part of the house is trimmed in oak and part in mahogany that part which is trimmed in mahogany will likely be furnished in the same wood or in birch. So if the parlor is finished in mahogany it quite frequently means mahogany parlor furniture and piano; if the dining room is finished in mahogany it may lead to mahogany dining room equipment, whereas, if it is finished in oak the entire dining room outfit is likely to be oak. If the bedroom is finished in maple with maple flooring, one is likely to see maple chairs and dresser and metal bed, whereas, if it is finished in gum, the people are likely to turn to gum or Circassian walnut for this, and if oak, oak will likely be the keynote to the furniture.

When hardwood trim is looked at in this light—in the light of its effect upon the furniture—and the fact is considered that it is often the thing which decides the selection of furniture, one begins to realize something of the importance of house trim to the hardwood trade. The use of one kind of trim is a sort of opening wedge to a call for more of that particular kind of lumber, whether it be in an office or in a home.

The subject under consideration now, however, is hardwood trim. Flooring, though it might properly be considered a part of the hardwood trim of a home or an office building, is usually classed separately, and under the classification of hardwood trim there is included the interior casing and base, stairways, picture moulding, and paneling where panels are used. There has been a material increase in the use of practically all of our native hardwoods in interior trim during the past few years. It has grown into a factor of some importance itself and when the effect it has on the selection of furniture wood is considered, the importance of hardwood trim as a factor is multiplied. In this development of the trade in hardwood trim those interested in promoting various kinds of wood give the matter some attention but too often the manufacturers and dealers in hardwoods themselves have rather neglected this phase of the matter because it doesn't call for a big enough volume of lumber in any one locality. It is a trade that is scattered and while it amounts to considerable in the aggregate it is made up of comparatively small units. For this reason it has been somewhat neglected.

There is another reason, too, that interferes or rather at times acts as a handicap to the progress of hardwood trim, and that is its cost as compared to yellow pine. When people figure on gum, for example, as compared to yellow pine they find that the millwork for a house runs up into big figures notwithstanding the fact that originally the rough lumber may not have cost a great deal more. The same thing is true when oak is compared with pine, and often the man who is going to build and is inclined to use hardwood trim balks at the extra cost and wonders what causes it.

One important cause is to be found in the difference in practice in the matter of planing millwork and preparing trim. The big yellow pine mills as a rule operate planing mills and have established standard patterns to which much of the pine finish for trim is worked in great quantities at the mill before it is shipped out. This makes it practical to furnish yellow pine trim dressed to pattern at practically the same price as the rough lumber where the freight rate is an important item because the saving in freight on the dressed stock pays for the work of dressing. When one figures stock of this kind against oak, gum or other hardwoods which must be bought in the rough, then milled to pattern in small quantities for each individual order there is a sharp addition to the cost, entirely aside from the difference in value or the cost of the lumber originally. This has at times proven a somewhat serious handicap to the progress of hardwood trim.

Some of the birch people have set a splendid example in this line. They have developed the practice of working birch to pattern in quantities and of supplying it to the trade ready to put up just as yellow pine is supplied in standard pattern. Some of the sash and door jobbing houses handle birch trim right along with sash, doors and moulding because it is dressed to pattern and at times cut to length so that it is ready to use. This example is one that might well be followed by those interested in pushing gum, oak and other hardwoods, who have not yet taken up with this idea as they should. The tendency of the hardwood sawmill man has been to fight shy of the planing mill idea because it adds to the expense of his equipment. Many of them may be right in this attitude. Assuming that they are, then the idea of pushing hardwood trim would suggest a necessity for some central planing mill plant or a centralizing of their stock for this purpose at some shipping point where it can be dressed to standard pattern in quantities and be supplied to retail lumber yards and others ready to go in place at a price that will not make such a striking difference between it and the soft woods. There will, of course, always be a call for certain patterns and a great amount of millwork to be done to special orders, to architects' or builders' specifications. There is considerable of this even in the softer woods with all their standard patterns. Even so, however, there is evidently room to develop a much larger trade in hardwood trim by following out in some rational manner the idea of supplying it dressed to standard patterns pretty much as pine and birch are supplied today. This will not only make it available at lower cost for the standard but it will encourage the use of the hardwood in standard pattern and this in turn will help promote hardwood in special patterns and thus enlarge the entire volume of trade in the millwork line. Another thing worthy of consideration in this connection is, the more hardwood trim the people use the more they will turn to hardwood floors, and finally it is an important factor in deciding the choice of furniture wood. So the promoting of hardwood trim is easily an idea worth while. It doesn't merely need serious consideration, it needs active exploitation. It doesn't need merely talking about and the showing of hardwood trim and paneling at expositions, but it needs some practical work along the line of making hardwood trim available to the average home builder at a price that is not out of reason. The birch people have set a good example along the right line that other hardwood people might well follow and even go it one better if they can see the way clear. There is perhaps no other field for lumber trade development that will yield bigger returns to the hardwood fraternity than persistent effort directed in the exploiting of hardwood trim.

Coming Across

The South Indian Railway has asked for bids from manufacturers in the United States on supplying a number of freight locomotives. The order for these was placed in Germany last summer, but troubles in that country prevented the filling of the contract, which has now been cancelled. Thus one by one the people in all parts of the world are turning to America to have their wants supplied, and it is fortunate for all concerned that America is in a position to take upon itself this extra work.

Musical Instrument Exports

The export of pianos, organs, and other musical instruments to foreign countries for the United States makes a creditable showing. Instruments go to every important country in the world. Persons who suppose the American instruments have no foothold in European countries should revise their conclusions. Last year manufacturers in the United States shipped 7,608 pianos to various parts of the world and Europe took 1,631 of them. Italy was the largest purchaser, Finland second, Germany third and France fourth on the continent; but England bought more than all the rest of Europe combined. The sales of piano players were likewise large in Europe.

Canada is the largest purchaser of musical instruments made in the United States, and Mexico is next after England, but Cuba comes pretty close to Mexico. Brazil is the largest buyer in South America, followed by Argentina, with Uruguay third. Panama purchased more of our pianos than all the rest of Central America together. Egypt bought more than all the rest of Africa. Australia and Tasmania are large purchasers of American pianos, but they buy far more extensively from Germany. All Asia buys only seventy-four pianos from the United States, and Africa but thirty.

Our export of organs in 1913 amounted to 5,729 instruments, and nearly half of them went to England. Next to England, Germany was the largest purchaser, and the Netherlands third. Scotland was a large buyer. The whole continent of South America, with Mexico and Central America added, did not buy as many American organs as the little state of Panama. This gives a hint of what would probably happen if a little more Anglo-Saxon enterprise could gain a foothold in Spanish-America.

The total value of all musical instruments and supplies exported from the United States in 1913 was $5,851,610. That represents an increase of exactly 200 per cent over the exports in 1909, a period of four years.

Figures on Manufacture

The latest complete figures on the manufacture of musical instruments are for the year 1909. It is known that an increase has taken place since but it can not be stated how great the increase is.

In that year there were 294 piano factories in the United States, 86 organ factories, and 127 factories which made parts of instruments only.

The piano factories employed 28,415 persons; 2,754 made organs, and 10,713 were engaged in manufacturing parts.

These establishments use 41,623 horsepower.

The piano factories are capitalized at $81,544,094, the organ factories at $4,553,609, and the factories which make parts at $17,136,598.

Expenses, including salaries, wages, and services, amount to $59,833,694 a year for the pianos, $4,097,384 for the organs, and $16,819,447 for the parts.

The piano makers pay $32,818,770 for materials, organ makers pay $1,722,923, and the part makers pay $9,223,044. Other expenses add about one-fourth as much more.

The output of the piano factories is valued at $66,569,273, organs $4,745,655, and of parts $18,474,616. The total is $89,789,544.

The value added by manufacturing—that is, over and above the raw material—is $33,750,503 for pianos, $3,022,732 for organs, and for parts $9,257,572.

Rank by States

New York leads all other states in the manufacture of pianos and organs, judged by the value of output, the persons employed, and establishments. Rated by the number of establishments only, the following table shows the rank of the leading states:

State	*Establishments*
New York	184
Illinois	68
Massachusetts	59
Ohio	30
Pennsylvania	30
New Jersey	18
Connecticut	17
Michigan	17
Indiana	15
Wisconsin	11
California	11
Maryland	7
Kentucky	6
Minnesota	5
Iowa	4
Vermont	4
Maine	3
All others	18
Total	509

In 1909 there were 365,413 pianos manufactured in the United States, and of these 330,918 were uprights. Of the 509 establishments manufacturing instruments, ten exceeded a business of $1,000,000 each.

Other Musical Instruments

There are many musical instruments other than organs and pianos, but is is not practicable to enter much into details of their manufacture and export, because of the manner in which statistics are kept. Most of the figures concerning manufacture are four years old, having been compiled in 1909; but the export statistics are for 1913.

Last year 1,258 piano players, valued at $287,720, were exported from the United States, and 1,374 player pianos, worth $388,293.

The exports of phonographs and supplies were worth $2,805,978, and all other musical instrument exports were valued at $754,099.

There are in this country 187 establishments which make musical instruments other than pianos and organs, and New Jersey leads all of the other states in capital invested and value of products. For the whole country the persons engaged in the industry number 2,268; capital, $3,297,669; expenses per year, $2,647,477; value of products, $3,228,108.

Demand for Wood

The manufacturers of musical instruments in the United States report the use of forty-one woods to the amount of 260,000,000 feet a year. Only ten industries of the country use more. Maple leads all others in amount and its annual total is 45,482,775 feet. Yellow poplar is second in quantity with 5,000,000 feet a year less. Chestnut stands third with 38,000,000 feet, with spruce fourth at 29,000,000 feet. Much of the spruce is made into sounding boards. Following are the musical instrument woods of the United States, arranged in the order of importance, from those demanded in largest amount to the least:

Maple, yellow poplar, chestnut, spruce, oak, elm, birch, basswood, white pine, red gum, mahogany, black walnut, beech, ash, cottonwood, yellow pine, sugar pine, hemlock, Douglas fir, tupelo, cherry, sycamore, redwood, Circassian walnut, balsam fir, butternut, West Indies boxwood, cypress, ebony, rosewood, cedar, Spanish cedar, buckeye, satinwood, prima vera, holly, eucalyptus, camphorwood, tulip wood, hickory, Turkish boxwood. The woods in the above list which follow sugar pine are used in amounts less than one million feet each a year.

Cherry is the wood most used as a backing for the metal plates from which illustrations are printed in magazines and periodicals. It is chosen above all others because it holds its shape, does not warp or twist, works smoothly and does not split.

Two governors, those of Oregon and Massachusetts, have suspended the hunting season this year because of increased danger of forest fires when the woods were exceptionally dry.

The position of city forester is now offering a new field for men with a technical training in forestry. Fitchburg, Mass., is one of the latest towns to secure an official of this sort.

Because of extreme drouth, the fire risks on the national forests in the Northwest have been greater this season than in any other since 1910, the worst year since the forests were created. Much less damage was done this year because experience in fire fighting was gained in the fires of 1910.

Interesting Northern Meeting

The quarterly meeting of the Northern Hemlock & Hardwood Manufacturers' Association was held as usual at the Hotel Pfister, Milwaukee, Wednesday, October 28. An unusually exhaustive and interesting program had been arranged, which comprised a discussion of a varicty of topics that proved mighty interesting.

The principal discussion had to do with the subject of feeding of men and of manufacturing costs.

President R. B. Goodman opened the session without the regular address. He took occasion to read a number of replies he had received to a letter he had sent out suggesting a general campaign to induce the yardman to make his retail prices conform to the lower level of wholesale prices which now in general prevails.

Following the reading of the minutes and roll call, the secretary presented the report of the treasurer, which showed a balance on hand July 17 of $2,415.44; receipts from the secretary, $6,655.36, making the total resources, $9,070.80. Of this there was paid out $5,205.70, leaving a balance of $3,865.01.

Secretary Kellogg in his report urged greater co-operation of the members in the matter of reports which he requests regularly on various subjects. He deplored the tendency to loose methods in the administration of the lumber business, maintaining that the time has gone by when these will result in success.

Referring to the reports of stock on hand and cut and shipments, the secretary said that they indicate decreasing volume of sales since the beginning of the war and relatively increased amount of stock on hand. According to his estimate there will be less lumber cut this year than last, the figures on hemlock being 16 per cent; hardwoods 26 per cent, and pine, 33 per cent.

Referring to the results from advertising Mr. Kellogg said that never before has the advertising been bringing so many inquiries for information on building materials as during the last two months, which would indicate that the architect, contractor and the home builder are all anxious to have as much authoritative information as possible as to the best woods for different purposes.

He advocated that efforts should be concentrated, during the coming months of slack trade, upon investigations of new channels for the sale of lumber, and investigations as to the best means of meeting the peculiar requirements of different consumers.

M. P. McCullough, chairman of the advertising committee, had some interesting suggestions to make in his advertising report, which follows in full:

Report of Advertising Committee

We completed the second year of our advertising early this month and are more than ever convinced that the results we actually see fully warrant the appropriation that has been made for this work. Our replies have been much greater in the past year than during the first twelve months of the campaign, due probably to our greater experience and the fact that the entire work has been handled direct from the secretary's office without the aid of an agency, which our limited appropriation would not permit. We not only have to exploit the intrinsic value of our commodity, but there is nothing sold today to the general public that is harassed so vigorously on all sides by substitutes as is lumber, and the tactics of the manufacturers of these substitute are manifestly unfair.

We have before given you statistics showing the approximate advertising appropriations made by other lumber associations which have in every case greatly exceeded the amount available for this committee. We have not been seriously handicapped, simply our field has been limited, and now we feel that we are using the mediums that render the greatest returns.

In a late article in *Advertising and Selling* figures were given to show that the largest advertisers of our country appropriate from two per cent to ten per cent of their gross sales for advertising and a large number greatly exceed these figures. Our appropriation for this work is one cent per thousand or about one-fifteenth of one per cent of the selling value.

Only recently in brick advertising, lumber was directly accused of the Chicago fire of 1871, that of Chelsea, Mass., Houston, Texas, and the more recent Salem conflagration, and this impression has been so forcibly "driven home" to the general public by the manufacturers of substitutes that, as a starter, attempts are being made all over the country to eliminate the use of the wooden shingle by ordinance which, nevertheless, permits the continued use of many so-called substitutes that in-themselves are highly inflammable. We cannot afford to "sleep on the job," especially as we are now so well started.

Our exhibit at the Wisconsin state fair this fall was, we believe, very effective, yet inexpensive. Samples of all the Wisconsin and Michigan woods were displayed both in the rough and in finished panels attracting considerable attention. This exhibit was later shipped to the county fairs at Sawyer, Viola and Gays Mills, Wis., and taken charge of by the local lumber dealers at these points. There is very little expense incurred in making these exhibits and we believe it should be done on a larger scale another year.

Our new birch book, copies of which have been sent to each member, is being placed in the hands of architects, builders, retail dealers and others where we thing they will bring results. Three thousand copies have been printed, out of which four hundred were taken direct by members at cost. This is the cheapest birch book we have gotten out, due largely to Keith's Magazine and the American Carpenter and Builder who loaned us a large number of cuts. The demand will greatly exceed the supply.

Our hemlock advertising in farm journals will commence November 1 and runs to April 1 of next year. In addition to this we have taken the suggestions made by a number of our members at our last meeting and arranged to use weekly newspapers or the Sunday edition of daily newspapers for the next four months along the borderline at Janesville, Rockford, Dubuque, Waterloo and Winona. This added cost can very easily be taken care of within our appropriation.

We find that hemlock lath are being discriminated against in the Chicago market and unjustly so. We are therefore taking steps to inform the architects, builders and lath supply men regarding the excellent points in favor of hemlock lath and will endeavor to have them fairly judged. We know that they are in a great many ways far ahead of other woods and will try to successfully demonstrate it.

In conclusion we wish to call your attention to the increase in value of the better grades of birch, especially during the past ten years. Log run birch has steadily increased in value, except for a slight recession in 1908 and 1909, and at the present time we are realizing from $8.00 to $9.00 per M feet more for log run than we were able to obtain in 1904. In 1908 No. 1 common birch 4/4 was bringing from $16.00 to $17.00 per M and first and second clear from $27.00 to $28.00 per M at shipping point. The values of these grades have continued to advance since that year and for the past two years have readily brought us from $20.00 to $23.00 for the No. 1 common and the first and second clear birch 4/4 has increased in value from $11.00 to $14.00 per M and has been selling at from $38.00 to $43.00 f. o. b. shipping point. We do not claim that your advertising committee is to be held responsible for this, but we do believe that this increase is due principally to the merits of the wood becoming more generally known, and, as the high point of the production of birch has been reached, that we must continue to exploit its merits, for we have a wood that will back us up in everything we have claimed.

It is our idea that our advertising is in reality a most excellent insurance policy.

In addition to his report, Mr. McCullough made the suggestion that his committee can have printed a variety of mail stuffers, tending to create a better mental attitude among the customers of the association members.

George H. Chapman of the railroad committee reported that the Wisconsin Railroad Commission recently sent out a notice of a hearing on fuel wood rates, which has since taken place November 4. He referred to the re-opening of the 5 per cent general increase case stating that in his opinion this is a matter for the National Lumber Manufacturers' Association. He spoke of the proposed advance on lumber from Wisconsin to the eastern states, maintaining that this should not become effective as other building materials have not experienced a similar advance.

J. E. Rhodes, secretary of the National Lumber Manufacturers' Association, responded to a request for an address and expressed his usual instructive thoughts. He reviewed the Forest Products Exposition results, saying that there is now $10,000 in the treasury, which was realized. He suggested the advantage of starting individual expositions in different cities and mentioned a number of cities where active steps for such work have actually been carried on.

Mr. Rhodes said that the credit corporation, which is maintained as an adjunct to the National Lumber Manufacturers' Association, is now completely out of debt and has been incorporated for $50,000.

Referring to the rate situation, he said that speaking frankly the lumber business "got it in the neck," on the 5 per cent decision, and this was due to differences of opinion among the lumbermen as to the justification of advances, and to the fact that too much

was said regarding the general justification for advance, and too little as to the injustice of advancing lumber rates, which even then were too high.

The testimony of the lumber committee aiming at the maintenance of old rates on lumber was nullified by the testimony of other lumbermen who seemed to feel that the general advance was justified without considering lumber as an individual product.

According to Mr. Rhodes, cement manufacturers were represented by one man who spoke only on that topic, and as a consequence the cement manufacturers won their plea for the maintenance of the old rates. This was also true with the brick manufacturers.

He referred to activity in the compilation of evidence affecting the box controversy, and then referred to the recently inaugurated study of the lumber industry as it is being carried on by the Forest Service in conjunction with the Department of Commerce. He said that this as distinguished from other investigations in lumber will tend to help the lumbermen. In fact, it is aimed at the gathering of true and fair information so that the public in general can be informed as to actual conditions.

According to Mr. Rhodes one of the greatest difficulties in the gathering of accurate information is the absence of standard cost systems. He said that investigators will make recommendations along this line.

Mr. Rhodes assured his listeners that Forester Graves desires to review the findings of the lumber investigations before making them public. Mr. Rhodes referred to a conference with Mr. Graves and Mr. Greeley, his assistant, and said that the lumber trade will have a proper committee ready to confer with the officers when the report is completed.

He referred to recent so-called fire tests of frame and brick buildings carried on in Chicago, and spoke more fully of the anti-wood campaign, saying that the National association because of lack of funds has been able to do little against it. He said that the work has not been for the purpose of demanding the use of wooden shingles regardless of fire risks, but has rather been to make them fire retardant, and to get the co-operation of the authorities with a view of at least fair-dealing in the setting of fire limits.

He then referred to a recent meeting of the board of governors of his association.

President Goodman introduced H. F. Weiss, director of the Forest Products Laboratory, Madison, Wis., who delivered an interesting an instructive address.

Mr. Weiss referred to an original dry-kiln system which has been developed at the laboratory, whereby in experiments they are able to get very accurate results through the absolute control of the humidity and temperature. As an example, Mr. Weiss presented experiments of western larch which were dried under ordinary circumstances and those which were dried at the experimental kiln. The results were conclusive, as instead of the honey-combing and checking which usually result from ordinary methods of procedure, the specimens turned out in perfect condition.

He offered this as an evidence that through the experimental work a certain species of timber could be opened for exploitation which would ordinarily not be considered.

The collapse of western red cedar during the drying process presented another problem. This according to Mr. Weiss usually results from the application of too great heat during the early stages of the drying. As a result conflicting stresses are started which disrupt the wood fiber. He recommends a pressure of about 140 degrees Fahrenheit at the beginning with relative humidity until such time as the fiber has been completely saturated, from which period it can be raised to 160 degrees, after which conditions the specimens have shown it will be dried perfectly.

The main point of the talk was devoted to a discussion of a campaign for the elimination of shingles in large cities and experiments for plans looking toward the perfecting of a commercially feasible treatment of fire-proofing wooden shingles.

The laboratory is carrying on extensive experiments along this line, and samples Mr. Weiss showed demonstrated that they have been more or less successful, although they have not worked out as yet to his complete satisfaction.

He touched on the new investigations of the lumber industry as carried on by the Department of Commerce in conjunction with the Department of Agriculture, stating that problems incident to the utilization of poorer grades of lumber have been put up to the Madison Laboratory for solution.

He concluded his address with the following:

The [illegible] of lumber are undergoing a radical [illegible] methods have had their day and are being brushed aside, [illegible] Much of this [illegible]

STANDARD BILLS OF FARE FOR LOGGING CAMPS

	BREAKFAST			DINNER				SUPPER			
DAY	CEREALS ETC	VEGETABLES	MEATS	SOUP	VEGETABLES	MEATS	DESSERT	SOUP ETC	VEGETABLES	MEATS	SAUCE ETC
Monday	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Corn Meal Mush	Boiled Potatoes	[illegible]	Apricots
Tuesday	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible] Rice	[illegible]	[illegible]	Prunes
Wednesday	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Barley Soup	[illegible]	[illegible]	Peaches
Thursday	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Apples
Friday	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Vegetable Soup	Hash	Fresh Fish	Rice Pudding
Saturday	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Mutton Soup	Baked Potatoes	[illegible]	Apricots
Sunday	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Corn Meal Mush	[illegible]	[illegible]	Prunes
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Boiled Rice	[illegible]	[illegible]	Peaches
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Barley Soup	Boiled Potatoes	[illegible] Beef & Dumplings	Apples
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible] Soup	Baked Potatoes	[illegible] & Gravy	Apricots
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Corn Meal Mush	[illegible]	Hash	Prunes
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Boiled Rice	[illegible]	Fresh Fish	Peaches
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Tomato Soup	Baked Potatoes	[illegible]	Bread Pudding
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Vegetable Soup	Boiled Potatoes	Bologna	Apples
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Pea Soup	Boiled Potatoes	[illegible] Pork & Cabbage	Prunes
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Bean Soup	[illegible]	Beef Pot Pie	Apricots
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Boiled Rice	[illegible]	Sausage	Peaches
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Corn Meal Mush	[illegible] Potatoes	Beef Stew with Vegetables	Apples
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Tomato Soup	Baked Potatoes	Fresh Fish	Prunes
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Barley Soup	Fried Potatoes	Hamburg Steak & Onions	Pumpkin Pie
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Pea Soup	Hash	[illegible]	Bread Pudding
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Boiled Rice	[illegible] Potatoes	Beef Stew	Peaches
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Vegetable Soup	Boiled Potatoes	[illegible] Beef & Gravy	Rice Pudding
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Bean Soup	[illegible] Potatoes	[illegible] & Cabbage	Peach Pie
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Corn Meal Mush	Baked Potatoes	[illegible]	Apricots
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Tomato Soup	[illegible]	Fresh Fish	Prunes
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Pea Soup	[illegible]	Beef Pot Pie	Apples
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Boiled Rice	Hash	Bologna	Apricots
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible] Soup	[illegible]	[illegible] Beef & Dumplings	Prunes
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Barley Soup	[illegible]	[illegible] Beef & Gravy	Peaches
ALWAYS	[illegible]			ALWAYS	[illegible]			ALWAYS	Beans Bread Butter Crackers Syrup or Jelly Cake Gingerbread or Cookies. Tea with and without sugar in pot		

tion is without doubt entirely justified because we are building more substantially than in the past and because other materials now compete with lumber which possess superior qualities. But why not improve methods? Why not improve practice? Lumbermen take a very apathetic attitude toward such questions—an attitude which is discouraging to all those interested in the proper use of timber. I feel it is squarely up to the lumbermen themselves to take a more active part in their own business. You are now in a defensive position and, in my opinion, this is always a weak position. Changes in the manufacture and merchandising of lumber are going to occur whether or not you wish them. The causes for these changes are so fundamental that they are already outside of your control. But it would seem the part of wisdom and sound business for all lumbermen to take a real, active interest in the effects of these causes rather than to hold aloof from them or to continually oppose them.

In conclusion, I should be glad to coöperate with this association in our study of the lumber industry which we now have under way, particularly in securing data on the amounts of low grade lumber and waste you produce, and in determining the most practical means of decreasing the amount of low grades and increasing the utilization of waste.

The subject of feeding men in logging camps was opened by the reading of a pamphlet on this subject prepared by R. S. Kellogg, secretary of the association. This pamphlet, which was full of instructive suggestions, can probably be obtained by writing Mr. Kellogg at Wausau, Wis.

The most notable feature was the preparation of a tentative standard bill of fare which Mr. Kellogg was earnest in maintaining as merely tentative and suggestive. It is reproduced on page 30.

The investigation which led up to Mr. Kellogg's final conclusions was exhaustive and extremely systematic and practical.

An interesting discussion followed the general report, E. A. Hamar saying that he has been investigating the problem very closely and has found that a very large part of the cost comes from an excessive feeding of meat; that this has amounted to eight cents per man per meal, and he is not now feeding his men so much meat as he formerly did; and that this item should be cut down.

R. B. Goodman opened a discussion of camp expenses. He said that this daily expense for productive days of labor, not including Sundays, averaged 68.8 cents.

Secretary Kellogg suggested requesting the University of Wisconsin to investigate the problem along scientific lines through its domestic science department. He suggested that cereals such as oatmeal with milk are not good food as other more attractive food is usually eaten first, with the result that the oatmeal is usually left.

C. H. Worcester stated that there is too much food on the table at once, and thought that food might better be served in courses.

M. J. Quinlan said that his company has two camps, one of eighty men, where the average cost per day is 73 cents, and one camp of 125 men, where the average cost is 77 cents. He said that at the 125-man camp, each man has consumed an average of three-and-a-third pounds of meat per day, and that this camp reduced the average cost 17 cents by changing cooks.

He also said that there is not so much "sickness" when there is a charge for board on idle days, and that the use of eggs does not necessarily cut down the feeding of meat.

It was moved that the matter be taken up with the University of Wisconsin.

President Goodman opened up a discussion on the cost of logging. He said that there is no real standard of cost accounting in this question, and it is difficult to give real accurate figures, that inconsistent figures on one item would probably be compensated by more consistent figures on others.

He said that there was a tendency to omit charging "carrying charges" against standing timber, and in this way it was very difficult to ascertain whether an actual loss or profit is sustained in lumber operations.

Mr. Goodman read a summary of percentages of different grades, which he has worked up from close observation. The summary was as follows:

	FAS	No. 1	No. 2	No. 3
Maple	12	25	23	40
Soft Elm	15	25	20	40
Birch	20	25	20	35
Hemlock	..	40	20	40

The following is a table reproduced by him which he explained, and which offers at least good, interesting suggestions:

LUMBER—Cost Sheet

LOGS	Ash	Basswood	Birch	Maple	Soft Elm	Oak	Hemlock
Stumpage	1.00	.50	.45	1.00	6.50	4.00	1.00
Stumpage Exp.	.10	1.00	.45	.45	1.50	1.45	.50
Actual Logging	.90	1.10	.90	.90	4.75	7.00	4.00
Roads and Spur	1.00	1.00	.90	1.45	3.00	.45	.50
Log Haul or Logging R. R.	1.00	.90	.90	1.00	1.00	1.00	.75
Freight	2.00	1.75	1.80	.90	2.00	2.00	1.75
Overhead	1.00	1.00	.90	1.00	1.00	1.00	1.00
Cost of Logs at Mill	16.00	16.00	15.90	12.50	19.75	21.90	10.75
Overrun	20%	11%	20%	20%	15%	20%	20%
LUMBER							
Logs at Mill	13.34	13.4	12.40	9.23	17.17	16.15	7.48
Mill to Pile	1.50	1.75	1.50	1.50	1.75	1.50	1.00
Plant Overhead	1.00	1.00	1.00	1.10	1.00	1.00	.60
Shipping	.50	.50	.50	.50	.50	.50	.50
Sales Expense	.50	.50	.50	.50	.50	.50	.40
General Expense	.50	.50	.50	.50	.50	.50	.40
Discount and Deductions	.40	.40	.40	.40	.40	.40	.40
Actual Cost	17.74	20.75	19.70	15.83	20.31	22.75	11.38
6% on Investment	.90	.90	.90	.90	.90	.90	.90
Total Cost	18.84	21.40	20.60	16.73	21.21	23.45	14.28
	Ash	Basswood	Birch	Maple	Soft Elm	Oak	Hemlock

EXPLANATION

Stumpage

Stumpage Expense

Actual Logging
Sawing
Swamping
Skidding
Loading
Supplies and Repairs

Roads and Spurs Proportionate cost of Camp Buildings
Roads and Railroad Branches

Log Haul or Logging Railroad
Sleigh Haul
Railroad Maintenance
Railroad Operation

Freight Railroad freight when shipped on line of Common Carrier. The amount is an arbitrary. Mills located in their own timber have other expenses which offset this item

Overhead Logging superintendence Expense Workmen's Compensation, Fire Insurance Depreciation of horses and equipment Foreman, scaler and clerk

Mill to Pile
Mill Labor
Supplies and Repairs—Mill and Yard
Oil and Waste
Power
Superintendent
Sorting and Piling

Plant Overhead Depreciation to Mill Insurance on mill and on lumber, taxes on same, Liability Insurance, office expense, extraordinary operating expenses

Shipping Cost varies with manner of selling lumber 25% more when shipping by grades

Sales Expense (must include commissions)

General Expense

Discount and Deductions

Interest—6% on estimate of $15,000 of investment in Fixed and Working Capital for every M feet manufactured per annum

It is estimated that a mill manufacturing 20,000,000 feet of lumber will necessitate a total investment of $300,000.

M. P. McCullough stated that in his opinion nobody has an over-run of fifteen per cent on hardwoods, and that as a consequence the price statement which Mr. Goodman read in connection with the grade percentages showed even more unfavorably.

M. J. Quinlan, reporting for the bureau of grades and market conditions, referred to the Michigan report and said that it shows conditions substantially the same as in Wisconsin. He raised the question as to the suggestion that the association join the National Hardwood Lumber Association as a body rather than as individuals. He recommended that no action be taken until the annual meeting.

The president called on George W. Jones, secretary of the Illinois Lumber & Building Supply Association. Mr. Jones referred to the traffic work of that association and recommended that jobbers take advantage of it. He said that his organization is making no special effort to stimulate building on account of present low prices of lumber.

Adolph Pfund, secretary of the Wisconsin Retail Lumber Dealers' Association, gave an interesting resumé of retail conditions throughout Wisconsin. Acording to Mr. Pfund the retail business is now below normal. Retailers have made decided reductions to consumers in conformity with lessening prices they have paid. This is simply the logical result of competition. The speaker did not recommend active "build now" campaigns.

M. J. Fox spoke earnestly regarding the tendency to manufacture more lumber than the demands would justify. He said that the average consumer does not want fluctuating prices any more than does the manufacturer.

C. H. Worcester spoke rather pessimistically regarding the situation and expressed himself as anticipating a lack of consumption in all lines for some time to come.

The motion was adopted that it was the consensus of the meeting that retailers are doing everything possible to assist the trade as a whole under the present difficult conditions.

On motion of M. P. McCullough, the secretary was instructed to put a notice in the next bulletin to the effect that any members wishing mail stuffers should address the secretary.

After a few remarks by representative members of the lumber trade press, the meeting adjourned.

Southern Loggers Meet

The annual meeting of the Southern Logging Superintendents' Association was held in New Orleans October 26, 27, and 28. The proceedings consisted of a few well prepared addresses on live topics, and full discussion of numerous questions of interest to loggers. The address by President J. B. Baker and the report by the secretary, James Boyd, disposed of the preliminary business, and opened the way for the general discussions.

W. W. Ashe, who is a forest inspector in the Forest Service, read a paper on "Small Timber and Logging Cost." Mr. Ashe's conclusion was that each operation, involving different costs of logging, different amounts of overhead charges, and varying percentages of small trees, must be handled as an individual case. The tension zone between loss and profit must be determined by the woods foreman, mill superintendent and office, and the forester can advantageously be consulted from the point of view of the future profits of the small material. They must jointly determine the profit or loss in operating trees of each diameter class according to the relative profit contributed by each class.

The subject of accidents came in for pretty full discussion, and there were two set addresses along that line, the first by C. P. Myer, of the Kirby Lumber Company, on the prevention of accidents, and the other by W. H. Aldrich. The point which was most strenuously insisted upon was that foresight in guarding against accidents was of more importance than anything else, and that the lumber company's or the insurance company's greatest savings were made by rendering accidents as nearly impossible as circumstances will allow. It was shown by statistics that instruction and warning to the men accomplish a great deal in lessening the number of accidents.

Dr. R. B. Austin, camp physician of the Fernwood Lumber Company, presented the topic of logging camp sanitation, and handled the subject in much the same way as the speakers on accidents handled theirs. Practically the whole battle against disease can be fought along the line of prevention. The three danger points were declared to be house flies, mosquitoes, and surface water. Unless these can be eliminated, the logging camp will be in constant danger of invasion by disease. A list of well-worded mottoes on sanitation was recommended for tacking in conspicuous places about logging camps.

The ever-present problem of feeding the horses, mules, and oxen that do the heavy work of the logging camp was presented in an address by Dr. W. H. Dalrymple, of the Louisiana State University. A technical discussion of this subject necessarily involves a good deal of chemistry which is nearly a dead language to persons who have not had considerable training in the application and meaning of the terms in use. However, Dr. Dalrymple summed up his argument in plain language, one of his conclusions being that a system of feeding should be followed corresponding as nearly as possible to the natural methods of the animal, and that no food should be given that is not absolutely sound, wholesome, and nutritious.

A paper descriptive of logging methods in southern Brazil was read by G. W. Patterson, member of a lumber company in Brazil. The methods used in the forests of South America were shown to be up-to-date, but are in no way in advance of methods in the United States. The logs in that part of Brazil run about three to the thousand feet, and the stand averages about 7,000 feet per acre. It is chiefly pine.

The officers of the association for the ensuing year were chosen as follows:

PRESIDENT—C. P. Myer, Kirby Lumber Company.

FIRST VICE PRESIDENT—Oscar Marsans, Opdenweyer Alcus Lumber Company.

SECOND VICE PRESIDENT—P. P. McCormick, Carrier Lumber & Manufacturing Company.

SECRETARY—James Boyd.

STATE VICE PRESIDENTS—Levi Wilcoxen, Arkansas; C. M. Munson, Florida; J. B. Work, Georgia; R. Lee Bass, Louisiana; V. C. Langley, Mississippi; W. H. McGregor, Texas; C. C. Curry, Alabama; E. W. Tschudy, Tennessee.

Traffic Matters Around Memphis

There was a meeting of the board of managers of the Southern Hardwood Traffic Association at the offices of the latter on Thursday afternoon, November 5. This was the regular monthly meeting of this organization, but one of the principal features taken up was that regarding the increase in rates on shipments of oak, cottonwood and gum from Memphis and points in Mississippi and Louisiana to Ohio river crossings. So far as this particular feature is concerned, however, the meeting was executive and nothing given out for publication beyond the fact that further steps will be taken for combating the higher rates. In this connection, the association is in receipt of definite assurances from the Cincinnati Lumbermen's Club that it will join with the Southern Hardwood Traffic Association in fighting the advances in question. It is also suggested that the lumbermen of Cairo will co-operate with the local organization, which represents most of the hardwood lumber manufacturers in Mississippi valley. Further information from Cairo is expected within the next few days.

In the meantime, the Southern Hardwood Traffic Association is in receipt of advices from the Interstate Commerce Commission indicating that all the increased tariffs recently filed by southern roads have been suspended until January 28, 1915, as was done in connection with the first general advance announced by the Illinois Central and other roads. This means that none of these advances will be allowed to become effective until hardwood lumber interests have been given an opportunity of presenting their side of the controversy.

A rather peculiar move has been made by the transcontinental roads in announcing an advance of 5 cents per hundred pounds on shipments of hardwood lumber from Memphis to Pacific coast points, effective November 15. The steamship lines operating from Mobile, New Orleans, and other southern ports have made a rate of 40 cents to Pacific points, via the Panama canal, while the rail rate from Memphis to these ports is 12 cents, making a total of 52 cents. The all-rail rate is already 75 cents and it was thought that this would have to be lowered in order to compete with water transportation. The railroads, however, have taken an entirely different view of the matter and are seeking a still further increase in rates to 80 cents. It is certain that the Southern Hardwood Traffic Association will resist these proposed increases in rates and to this end a petition has already been filed with the Interstate Commerce Commission.

Transcontinental roads, several years ago, attempted to advance rates to the Pacific coast to 85 cents. In fact, the high tariffs were put into effect and hardwood lumber interests here were successful in getting the old rate of 75 cents restored. Geo. D. Burgess was at the head of the Memphis Hardwood Rate Association, which won this victory, and he is at present the presiding officer of the Southern Hardwood Traffic Association, which will lock horns with the Transcontinental Freight Bureau in this latest contest.

Just at a time when the transcontinental roads are seeking to advance rates 5 cents per hundred pounds, the Southern Hardwood Traffic Association is making an effort to secure lower rates from Memphis and Mississippi points to New Orleans from 12 and 11 cents to 11 and 10 cents, respectively. If this body is successful in this effort, the rate by way of New Orleans to the Panama canal will be 51 cents instead of 52 cents, further increasing the discrepancy between water and all rail rates.

Lesson From North Carolina

No well-informed person now denies that it hurts a region to strip it of timber, bare the soil, and turn the elements loose to work their will upon. It was not many years ago that persons could be found who maintained that forests had little or no influence in regulating streams. Some of the arguments against that untenable doctrine died hard; but facts were against them, and they finally failed to get further hearing from the public. Since then there has been general recognition of the fact that the forest cover and the vegetable blanket of a region cannot be destroyed without suffering serious consequences.

One of the best examples of vegetable cover's effect on the soil's value is found in the Piedmont region of North Carolina. The people there are spending millions of dollars to restore the fertility of the farm lands which have been well nigh ruined by soil washing. In early times the bottom lands along the creeks and rivers were extremely valuable for agricultural crops, principally for corn and hay. The uplands were cleared and were devoted to growing cotton, tobacco, and other crops suited to that kind of soil. That was one of the richest agricultural regions of the United States.

The Black Walnut log man, and the Birdeye Walnut and fancy figured veneer man, now meet and exchange happy congratulations upon the fact that walnut, as a superior cabinet and finishing wood, is again returning to its own. They listen with pleasure to the favorable comments everywhere expressed, proclaiming walnut, as of old, the peer of all woods, the king of brown woods, yes, the wood of the hour. So plentiful, too, that manufacturers are assured an ample supply for all their needs for many years to come, 50,000,000 feet or more, according to demand, being a conservative estimate of the yearly output of the country.

Year by year the rains beat upon the bared fields and slopes, where no measures were taken to check erosion. The North Carolina Geological Survey has estimated, in a sample area of one hundred thousand acres, that the washings of the soil—and the most fertile part of the soil—amounts to eight hundred pounds per year. That much is lost for all time from the upland fields, and it has constituted a drain which no land could long endure without becoming impoverished. The inevitable result arrived, and was seen in the gullied and abandoned fields where formerly the finest crops grew.

That is only half of the result. The rich bottom lands were too flat for erosion, but they met with disaster also. The thousands of tons of soil which annually washed down from the uplands reached the creeks and rivers flowing through the valleys. The currents were not strong enough to carry the sediment out to sea, and it lodged in the channels, filled them year by year, and turned the water from the former channels out upon the farms. Corn fields became swamps, and meadows were converted into ponds. Reeds, rushes, and worthless thickets, etc., encroached upon the diminishing farm areas until farm after farm, and finally most parts of the valleys, were abandoned. The farmers individually could do nothing. The problem was too large. The situation developed gradually. The full extent of the disaster did not strike all at once, or in all places at once. It was an encroachment which acted so slowly that public attention was not fixed upon it until the ruin was widespread.

The people of that part of North Carolina have at last taken action. The state geologist, J. H. Pratt, and the state forester, J. S. Holmes, are leading the movement for reclamation. The valleys are being drained, channels for the rivers and creeks are being excavated, and the pestiferous, mosquito-infested swamps are disappearing, and the dried land is again fit for cultivation. It is wonderfully fertile. The accumulations of sediment in washings from the uplands have formed a deep soil on the floors of the valleys which were so long overflowed on account of the choking of the drainage channels. It costs the owners from fifteen to forty dollars an acre to have the land reclaimed; but either that had to be done or the land totally abandoned.

The uplands have been hurt by too much drainage, and the problem is to lessen it, and stop the excessive washing. It is planned that slopes and old fields which are excessively gullied and eroded be turned into forest, and allowed to grow timber perpetually. Shortleaf pine and black locust are recommended for that purpose. Such land will grow valuable crops of timber, but should never again be cleared for fields. Other slopes which are not so steep or so badly washed are recommended for permanent pastures or meadows. Erosion is not apt to attack a sodded slope. Other areas on rolling ground and moderate slopes are to be set apart for farm crops, but plowing should be deep in order that the rain may soak into the soil instead of rushing off in such volume as to form gullies, and the soil should be enriched and bound together by occasional crops of clover or other legumes.

These measures which are being recommended and in part carried out will redeem most of the land which has been injured, and will safeguard it against similar injury in the future.

The war of the substitutes is a battle which is waging in fierceness almost equaling that which characterizes the more bloody encounters abroad. It is a battle which has every likelihood of being waged on this basis indefinitely, and the opposing forces must each have their advances and their losses. It is entirely likely that lumber will lose a number of markets in part at least, which heretofore it has considered as its own by right of custom. However, this belief is rapidly being dissipated by the actual substitution of competitive materials, and from a strategic point of view there is but one logical course to take. All lumber products are hopelessly and admittedly faced by competition of substitutes, which either rightfully or wrongfully have gained popular demand. It is useless to continue the battle when the money might much better be spent in finding other uses for lumber which heretofore have not been taken full advantage of.

While your thoughts are naturally directed to distant fields of conquest, don't overlook the opportunities at home.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the Inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B 817—Wants to Buy Oak Dimension

Springfield, Mass., Nov. 4.—Editor HARDWOOD RECORD: Will you kindly advise us giving the addresses of mills who are making a specialty of getting out dimension oak, both quartered and plain? We mean especially for chair backs, legs, etc. ————.

Interested parties can have the name of this correspondent by addressing HARDWOOD RECORD. EDITOR.

B 818—Wants to Buy Core Stock

New York, N. Y., Oct. 27. Editor HARDWOOD RECORD: We would like to hear from some mills that supply soft, white core stock, basswood preferred, that would be suitable for the manufacture of matches.

Interested parties can have the name and address of this concern by writing this office.—EDITOR.

B 819—Wants to Buy Small Maple Dimension, Principally 1-Inch Square, 16 inches Long

Aurora, Ind., Oct. 28. Editor HARDWOOD RECORD: We wish to get in touch with some manufacturers making a specialty of cutting small maple dimension stock, principally pieces 1" square by 16" long. Can you give us the addresses of any firms in this line of business? ————.

This is a responsible consuming concern. Interested parties should write HARDWOOD RECORD.—EDITOR.

B 820—San Francisco Hardwood Company Wants Southern Mill Connections

San Francisco, Oct. 21.—Editor HARDWOOD RECORD: We are desirous of shipping considerable hardwood through the Panama canal from both Mobile and New Orleans. Will you kindly advise us if you have a list or directory of sawmills cutting oak, ash, hickory and gum that would be in the neighborhood of these two cities or could you give us any information of the sawmill industries of these two states? ————.

B 821—Wants to Buy Oak Dimension

Grand Rapids, Mich., Oct 26. Editor HARDWOOD RECORD: If convenient, will you kindly mail us a list of oak dimension manufacturers? We are in the market for several items in dimension oak and would be pleased to get in touch with some of the mills. ————.

B 822—Wants Clear-Grained White Ash

Boston, Mass., November 6.—Editor HARDWOOD RECORD: Would like to get a list of mills that manufacture ⅞"x1"x5'6" wide, close-grained white ash. If you will give us the names of mills manufacturing such stock, we will greatly appreciate it. ————.

The above inquirer is a well-rated concern, and interested parties can have the name and address by writing HARDWOOD RECORD. EDITOR.

B 823—Wants to Buy Two-Inch Standard Walnut

Toronto, Ont., November 7.—Editor HARDWOOD RECORD: We are looking for a large quantity 2-inch standard walnut. If you have on file a list of dealers in walnut and care to let us have same, we will greatly appreciate the kindness. ————.

Walnut handlers can have the necessary information by addressing HARDWOOD RECORD.—EDITOR.

B 824—Dimension Oak

Little Rock, Ark., November 7.—Editor HARDWOOD RECORD: We are in the market for several cars of air-dried mixed oak 2½ x 2½-30".

Anyone interested will be supplied with the inquirer's address upon application to HARDWOOD RECORD.—EDITOR.

Clubs and Associations

Cypress Meeting Postponed

Geo. E. Watson, secretary of the Southern Cypress Manufacturers' Association, announces the postponement of the meeting of that organization from Wednesday, November 18, to Wednesday, December 2. This meeting will be held at the Grunewald hotel, New Orleans, beginning at 10:30 a. m.

The postponement was for the purpose of securing about a larger attendance than would have been present had the original date been adhered to.

Veneer and Panel Association to Hold Annual Meeting

The annual meeting of the National Veneer & Panel Manufacturers' Association will be held as usual at the Auditorium hotel, Chicago, December 8 and 9. Complete plans for the program of the sessions have not been issued as yet, but there is assurance that there will be an instructive and satisfying list of subjects presented for talks and discussions.

Gum Meeting January 16

J. M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, announces that the board of directors has decided upon Saturday, January 16, as the date of the annual meeting of the Gum Lumber Manufacturers' Association. The meeting will be held at the Hotel Gayoso, Memphis, Tenn. In addition to the routine of business it is planned to have an interesting program, including addresses on the question of kiln-drying lumber and cost of production.

Mr. Pritchard will issue a formal program of the meeting at a later date.

Indiana Hardwood Men Hold Committee Meeting

The executive committee of the Indiana Hardwood Lumber Association will hold an executive meeting at the Hotel Severin, Indianapolis, on Wednesday, November 11. On this occasion the date of the 1915 convention will be decided on. The Hotel Severin has already been selected as a meeting place.

Chicago Organizations Amalgamated

A few days after the last issue of HARDWOOD RECORD the Lumbermen's Club of Chicago at a special called meeting decided that, owing to the similarity of interests between it and the Lumbermen's Association, and also owing to the lack of necessity for maintaining different quarters in the new Lumbermen's Building, the charter of the club will be surrendered and the club as at present organized will be disbanded about April 1. It had been originally planned to have commodious quarters in the Lumbermen's building adjoining the quarters of the Lumbermen's Association.

The association held a dinner and meeting at the Hamilton Club on the evening of November 4. Dinner was served in the main dining room and was followed immediately by the meeting. Plans were discussed relative to the proposed change to go into effect upon the movement into new quarters. As it is now planned the association will take over the quarters to have been occupied by the club, and in order to provide additional funds dues will be raised from $40 to $50 a year and an associate membership feature will be inaugurated. Associate membership of individuals will be $25 a year.

At this meeting the following resolution amending the by-laws was unanimously adopted:

RESOLVED, That the by-laws of the Lumbermen's Association of Chicago be, and the same are hereby amended as follows:

ARTICLE III

The present Section 3 to be hereafter known as Section "4."

At the end of Section 2 insert a new section as follows:

Section 3. Any person in the employ of any firm or corporation holding a membership in this association, and who is not a member of such firm or officer of such corporation, may, upon the request of his employers and by a majority vote of the board of directors, be admitted to associate membership.

Any person employed by the lumber trade journals or by lumber trade associations may apply and by a majority vote of the board of directors be admitted to associate membership.

Associate members shall have all the privileges of the association except the right to vote and hold office.

ARTICLE VI

Change Section 1 to read as follows:

Section 1. The annual dues for resident membership in this association shall be $50, payable semi-annually in advance.

Change Section 2 to read as follows:

Section 2. The annual dues for non-resident membership and for associate membership shall be $25, payable annually in advance.

Cleveland Lumbermen Active Against Substitutes

HARDWOOD RECORD has received from the secretary of the Cleveland Board of Lumber Dealers, Cleveland, O., the following letter, which is self-explanatory. This is but one of the many evidences of resentment which have been stirred up by the efforts of the wood substitute advocates to utilize unfair means of advancing the interests of their material:

There has been recently organized in the city of Cleveland The Society advocating Fire Elimination (Safe), which society is made up of builders' supply and brick houses. The organization is very active, with a paid secretary, and is being very substantially supported by the manufacturers, through the state, of brick, cement, tile, etc. The ostensible and laudable purpose of the organization is, as its name implies, the elimination of fires, and we might add that in our opinion the lumber fraternity is as one, as are all good citizens, in wishing to lessen fires in the community. To the extent of agreeing that in downtown and badly congested districts fire-proof material and heavy mill construction should prevail, we can go, but the society in question is not satisfied with a restricted area of operation, but is doing everything possible to enlarge the fire districts or fire limits of the city so as to take up the residential portions. We consider this as very unfair to the lumber trade and entirely uncalled for from a practical standpoint. We are organizing for the purpose of putting before the public the arguments in favor of lumber and its long record of immunity against fire in residential and also

business districts. We, however, realize that the movement to enlarge fire districts and eliminate wood and lumber is not a local situation, but is nation wide. In our opinion, all of our trade journals should awaken the lumbermen throughout the country to the great danger to their interests of the radical movement of the builders' supply interests.

We hope that you will be able to give some space to the matter in your issues and in connection to bring out everything possible in the way of arguments for lumber. Those arguments are many and if the lumbermen are not caught napping, we believe that a great many radical measures to their detriment can be successfully met.

Exporters' Association to be Reimbursed by England

The National Lumber Exporters' Association has been successful beyond all expectations in the handling of claims against the British government for the seizure and diversion of shipments of hardwood lumber since the beginning of the war. When hostilities broke out, it will be remembered, a number of steamers were on the way over with consignments of lumber, and these vessels were stopped and diverted to ports other than those to which they were destined with the result that in many instances the chances for disposing of the lumber became greatly impaired, if they were not actually closed, and even after the release of such shipments the shippers faced serious losses. All such claims were promptly taken up with the British government through the foreign representative of the association, Frank Tiffany, who makes his headquarters in London, and he was so successful in his efforts as to secure the release of all of the shipments thus seized, the government also agreeing to pay the shippers the difference between the price which they stood to receive and the one actually realized on sales. Furthermore, Mr. Tiffany managed to get the Admiralty courts to award the cost of docking, so that the shippers were relieved of this charge. As to the numerous shipments diverted to other ports, various questions enter into consideration which are still in process of negotiation. One of these problems is that of payment of freight charges, the shippers contending that the steamship companies having failed to deliver shipments at points designated in the manifests, the shippers should not be held liable for the freight. It has been proposed that the British government pay one-half of the expense of sending shipments to the original destinations, and this proposition may be accepted. Various other questions are being discussed, and the spirit of conciliation so far shown by the authorities makes the exporters feel entirely hopeful that a satisfactory understanding with respect to all disputed questions will be reached. The success which has attended the negotiations of Mr. Tiffany so far contrasts strongly with the results secured by individual and unaided effort. In many such cases there is as yet no near approach to a settlement, and these matters are likely to be long drawn out, with the result that opportunities to realize will be lost. The benefits of membership in the association are held to have been shown in a most signal manner, and in this connection is pointed out that exporters will be helping themselves not less than the foreign trade as a whole by affiliating with the organization.

Memphis Lumbermen Win Praise for Their Optimism

There were seventy-five members and guests present at the regular semi-monthly meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso, Saturday, October 31. The usual luncheon was served and the occasion proved highly enjoyable. J. D. Allen, Jr., was in the chair. John W. McClure, chairman of the river and rail committee, reported that he and his associates held a meeting during the past week in connection with the efforts to secure a longer time than one year for reshipment over the Louisville & Nashville Railroad in connection with the milling-in-transit privilege. Mr. McClure also reported that there was some discussion regarding the proposed advances from southern points to Ohio river crossings but that no action was taken beyond the recommendation to members of the club to lend every possible support to the Southern Hardwood Traffic Association, which is leading the opposition to higher rates.

The entertainment committee reported that all arrangements had been completed for the dance to be given at the Hotel Chisca Tuesday evening, November 3. This committee has been unusually successful in arranging for delightful entertainments.

One application for active membership was reported, that of J. O. Goshorn of the Dugger & Goshorn Company of Memphis. Vote on this application will be taken at the next regular meeting of the club.

President Allen took occasion during this meeting to compliment the members of the club on the very optimistic spirit which has prevailed among them during the crisis which began after the outbreak of the war in Europe. He thought that the fact that they had gone ahead and attended to business, avoiding pessimistic talk, should be duly recognized and that they ought to be encouraged in this attitude. It was on this ground that he justified the apparent self-praise which he bestowed.

The secretary read a typical letter from Col. Jno. M. Woods of Somerville, Mass., which was in acknowledgement of the handsome cane which was recently presented to him by Memphis lumbermen on the anniversary of his seventy-fifth anniversary.

Hemlock and Hardwood Movements

The Northern Hemlock and Hardwood Manufacturers' Association, with headquarters at Wausau, Wis., published figures at the beginning of October showing the cut and shipment of lumber during the preceding twelve months, and likewise giving figures on wages for the past two years, and the estimate for 1914-1915. During the past twelve months the hemlock cut exceeded shipments by nineteen per cent and the cut of hardwood was forty-seven per cent greater than shipments.

Present estimates indicate that the coming year's output of hemlock logs will be sixteen per cent below that of last year; hardwood twenty-six per cent below and pine thirty-three per cent below.

Average woods wages per month including board at present compare as follows with reports in October, 1911, 1912 and 1913:

	1914	1913	1912	1911
Roadmen	$22.00	$30.80	$29.10	$27.40
Swampers	22.80	31.00	29.30	26.40
Chorseboys	25.00	29.90	28.50	26.00
Sawyers	27.00	34.30	32.90	29.80
Barnmen	27.50	35.00	34.50	31.90
Cookees	28.70	32.80	30.80	29.00
Hookmen	29.00	35.60	34.20	31.30
Teamsters	29.30	35.80	34.20	31.40
Top Loaders	34.90	39.60	37.80	34.80
Blacksmiths	52.50	59.25	55.90	56.50
Engineers	66.25	68.88	68.20	73.00
Cooks	66.60	67.50	66.50	64.75

September Lumber Output

The National Lumber Manufacturers' Association has published the September report of cut and shipments by members of the association. The result is given in the following summary:

Decrease in cut during September, 1914, under September, 1913 ..... 39,500,000 feet

Decrease in shipments during September, 1914, under September, 1913 ..... 69,600,000 feet

Excess cut over shipments during September, 1913.....105,500,000 feet

Excess cut over shipments during September, 1914.....135,600,000 feet

Last Philadelphia Tournament

The Philadelphia Lumbermen's Golf Club held its last official tournament for 1914 at the Merion Cricket Club grounds, on October 21. An ideal day brought out thirty-eight members, who divided up into nine four-somes and one two-some.

J. Anderson Ross presided at the meeting which followed. After the usual routine business, which included a humorous record of the last meeting by J. Elmer Troth, secretary, the distribution of prizes was in order. To E. B. Humphreys of Harry Humphreys & Son, Camden, N. J., whose record showed 39½ points, was awarded the president's prize, a beautiful solid silver pitcher and tray. F. X. Diebold, president of the Forest Lumber Company, with average net score 77, won the prize of the Lumberman's Review of New York, a handsome suit case. The prizes of the regular monthly meeting were distributed as follows: To Maurice C. Burton, net 72, first prize, a golf vest; Horace W. Smedley, S. P. Bowers and E. D. Swenk tied for second and third prizes, with a net score of 73; after a toss-up Mr. Smedley won a half dozen golf balls and Mr. Bowers a pair of golf gloves. Speeches by the winners of the annual prizes followed.

An unofficial game will be played in November.

E. F. Trefz Addresses St. Louis Club

Edward F. Trefz of Washington, D. C., field secretary of the Chamber of Commerce of the United States of America, was the principal speaker at the first fall business meeting and banquet of the Lumbermen's Club, held at the Planters hotel, on Friday evening, October 23. Mr. Trefz's topic was The New Crisis and the New Patriotism. His address followed the banquet, which was presided over by J. A. Reheis, president of the club.

Mr. Trefz predicted, in the course of his address, that twenty years of unbounded prosperity would follow the close of the European war. He defended big business and was of the opinion that the lack of co-operation between the government and business interests was due to the near-sightedness of legislatures. He attacked what he called illegitimate legislation and said it was time for the people and the government to get together and stop some of the drastic laws the national and state legislatures were enacting. It was necessary for a large merchant marine to care for the immense business of the country.

A resolution favoring the support of a bond issue to complete the free bridge was passed. A number of the invited guests were called on to express their views and they were unanimous in their support of what Mr. Trefz said.

Hoo-Hoo Comes to Life

John J. Rumbarger, who has been selected as vicegerent snark of the eastern district of Pennsylvania, is alertly on the job to build up the Hoo-Hoo organization in the East. Mr. Rumbarger was the first vicegerent snark to manipulate the founding of this popular association here some years ago and under his efforts it was a success for a time, but the interest gradually died out and finally collapsed altogether. Mr. Rumbarger proposes to eliminate certain objectionable features which began to mar the organization and evidently deterred many from becoming members. A new feature will be the desired attendance of the wives and sweethearts at all the banquets and dinners of the season. This is a wise move of John's as he knows intuitively that where the ladies are there also will be the men. The alluring program given out by Mr. Rumbarger is as follows:

First concatenation Friday, November 13, 1914, followed by a banquet. Cross-eyed waiters in attendance.

Second concatenation Saturday, February 13, 1915, followed by banquet. Left-handed waiters in attendance.

Third concatenation Thursday, May 13, 1915, preceded by a plank and shad dinner. Bow-legged waiters in attendance.

John is out hustling for kittens, and much purring and spitting is the outlook.

With the Trade

Tom Moore Now Selling Pacific Coast Lumber

T. A. Moore, who has gained a favorable reputation among a wide list of acquaintances in the hardwood, cypress and pine trade in the North and South, recently took charge of the Chicago office of the Pacific Lumber Agency. The position was formerly held by T. P. White, who is now taking care of Iowa and adjacent territory. Mr. Moore gained his reputation locally through his connection with the Louisiana Red Cypress Company of New Orleans. He has been prominently connected in important capacities with the lumber trade for a number of years and has been connected with Geo. T. Mickel, Colonial Lumber and Timber Company, and later operated under his own name as the T. A. Moore Lumber Company. His latest connection was with the Stillwell Lumber Company, of which he was secretary.

Death of Mrs. Hannah Underhill

The lumber world regrets extremely to hear of the death of Hannah W. D. Underhill, wife of Frederick S. Underhill of Wistar, Underhill & Nixon, Philadelphia, which occurred on October 26 at her home, 25 East Strafford avenue, Lansdowne, Pa., after a brief illness. Mr. Underhill is an important factor in the lumber industry and is frequently elected to attend conventions throughout the country to argue upon important questions relative to the advancement or detriment of the trade. The heartfelt sympathy of a large circle of friends is extended him in his bereavement.

Frank C. Gillingham

One of the oldest lumber merchants in Philadelphia, Frank C. Gillingham, president and founder of the Frank C. Gillingham & Son Company, Richmond and Norris streets, died on October 30, at the age of seventy-four years. The loss is much regretted in lumber circles here, as Mr. Gillingham had been for so long a familiar and important factor in the lumber trade, esteemed throughout for his business ability, activity and unimpeachable integrity. It is the custom of the Lumbermen's Exchange, on the last afternoon of the old year to observe the occasion by a social reunion featured by an elaborate luncheon and entertainment of varied character. In 1911 the affair took the form principally of an ovation to Mr. Gillingham, as at that time he had completed his fiftieth year in the lumber business, and many were the complimentary tributes which he received in honor of his long and efficient career among them.

During the Civil war Mr. Gillingham served as first lieutenant of the 119th Regiment, Pennsylvania Volunteers, and was an active member of the military order of the Loyal Legion. He was a member of the Lumbermen's Exchange and of the Union League from its inception many years ago, and for a number of years one of its directors. He was elected president of the Sawdust Club, a select organization of lumbermen who are also members of the Union League, from its beginning, and continued in the office up to his death. Mr. Gillingham was ever noted for his deep interest in charitable organizations of his city, giving freely of his time and money. He was a widower and leaves three children, two sons, one of whom was at one time connected with the firm, and a daughter. Mr. Gillingham had a beautiful home at 5401 Wayne avenue, Germantown.

Death of Bedna Young

Bedna Young of Young & Cutsinger, Evansville, Ind., met a sudden and untimely death on Friday, October 6, due to a collision between a new automobile, which he with a machinist was demonstrating, and a passenger train on the Chicago & Eastern Illinois railroad. The accident happened almost within a stone's throw of his office at the junction of Morgan avenue and the Chicago & Eastern Illinois railroad. Mr. Young had just purchased a new car and, accompanied by Mr. Berendes, was taking his initial ride. At the point where the accident occurred there are several parallel tracks, the crossing being at the north end of the Belt yards. The main line of the railroad runs along the east side of the yards. The crossing was blocked by cars being moved about by a switch engine. They had stopped before going onto the tracks to await an opening to go across. It is supposed that the noise of the switch engine drowned the whistle of the approaching passenger train, and without being aware of any danger the automobile was driven onto the track, resulting in its complete destruction, the instant death of Mr. Young and probably fatal injuries to the mechanic.

Mr. Young was born in Shelby county, Indiana, January 23, 1868, and started in the lumber business at Edinburg. He later moved to Grammer where he was associated with Daniel Wertz, now of Maley & Wertz of Evansville. He later moved to Boonville, where he was a member of the C. P. White Lumber Company. Ten years ago he came to Evansville and became associated with F. M. Cutsinger in the firm of Young & Cutsinger, of which firm he was a member at time of his death. He was also a member of the firms of the J. W. Waltman Lumber Company of this city, Young & Cutsinger Company of Jackson, Tenn., and was vice-president of the W. T. Thompson Veneer Company of Edinburg, besides having other local interests. He took an active interest in association work, being vice-president of the Indiana Hardwood Lumbermen's Association, and was formerly president of the Evansville Lumbermen's Club. He took an active interest in Y. M. C. A. work, being second vice-president of the local branch.

Mr. Young leaves a widow and an adopted son. He was a member of St. Marks Lutheran Church of Evansville, and for several years was superintendent of the Sunday school.

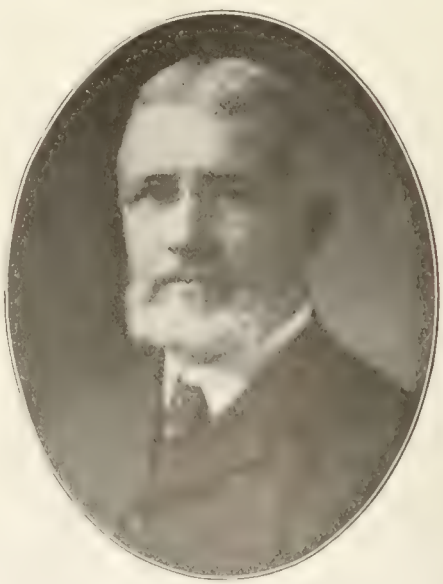
Interment took place at the Oak Hill cemetery, Evansville, Monday afternoon, November 9. The services were held at one-thirty at St. Marks Lutheran Church, Rev. J. C. Schaub of that church and Rev. Wm. G. Sweeney of the First Christian Church officiating. At the Sunday services at St. Marks formal resolutions on Mr. Young's death were adopted and it was announced that a bronze tablet will be given a place in the new structure now being erected, commemorating the many years of faithful service of the deceased.

Mr. Young was a man who was beloved by all who knew him. He lent a kindly ear to all his employes and there was none but felt he was welcome to an audience with him if there were any complaints, and they did not hesitate to take him into their confidence. He was always of good cheer and his comradeship was enjoyed by all those who were associated with him.

Mrs. Fred A. Diggins

Mrs. Fred A. Diggins, widow of the late F. A. Diggins of Cadillac, Mich., died a week ago at the Diggins' home in Cadillac. She had been in poor health for several months and her death was probably hastened by the sudden passing away of her husband. Interment took place on Monday, November 3, services being conducted by the pastor of the Con-

T. A. MOORE, IN CHARGE CHICAGO OFFICE PACIFIC LUMBER AGENCY



THE LATE FRANK C. GILLINGHAM OF PHILADELPHIA, PA.

THE LATE BEDNA YOUNG OF EVANSVILLE, INDIANA

gregational church at Cadillac. Mrs. Diggins was born in Croton, Mich., on September 29, 1866. She is survived by two daughters, Mrs. Donald B. McMullen and Miss Dorothy Diggins.

Grand Rapids Veneer Works Places Equipment in Flooring Factories

HARDWOOD RECORD has received information to the effect that the Grand Rapids Veneer Works, Grand Rapids, Mich., has made rapid progress of late in installing its dry-kiln equipment in flooring plants. The most recent installations are in the mills of the Mowbray & Robinson Company, Quicksand, Ky.; National Interior Finish Company, Huntington, W. Va.; Hewitt & Boden Company, Athens, O., and the Federal Parquetry Flooring Company, Lexington, Ky. The Grand Rapids firm writes that its business for the year has been all that has been anticipated and that it believes hardwood manufacturers are keenly alive to the necessity for having better dried stock.

J. H. O'Melia Buys Partner's Interest

J. H. O'Melia of Rhinelander, Wis., has purchased the interests of his former partner, Chas. A. Conro, and is now operating as a manufacturer and wholesaler of lath, pine, hemlock, spruce and hardwood lumber, and other special items. The new firm style is the J. H. O'Melia Lumber Company.

Mr. O'Melia has been associated with the lumber business ever since he started working. The Conro Lumber Company started business in 1908, but in the last few years Mr. Conro's time has been taken up with outside duties. Mr. O'Melia has, as a consequence, been handling the business of the organization. Realizing that he would not be able to give any time to the lumber business in the next few years, Mr. Conro decided to withdraw from the partnership and his interests were taken over by Mr. O'Melia. This includes all business, stocks, etc.

Mr. O'Melia is twenty-nine years of age and has never followed any other line than lumber. His father was woods superintendent of the Yawkey Lumber Company and later the Yawkey-Bissell Lumber Company at Hazelhurst and Arbor Vitae, Wis., during the entire time these firms were in business, which was for some twenty-two years prior to 1912. When attending school the younger O'Melia's summers were spent in the lumber yards at Hazelhurst, Wis., and after finishing his course at the University of Wisconsin in 1906 he entered the employ of lumber firms in that section working in the yard and office until he formed the partnership with Mr. Conro.

Mr. O'Melia has sent HARDWOOD RECORD notice of the stock which represents the character of lumber ordinarily carried. This includes hemlock in all grades: 1", 2" and 3" and timbers; all grades white pine including thicknesses of 1", 5/4", 6/4" and 2"; tamarack in all grades 1" and 2", 1" spruce and Wisconsin hardwoods running principally to birch, basswood and maple with a little elm and ash. Mr. O'Melia writes he is in position to have any of his lumber milled any way, including resawing, and states that while most of the softwoods are for the retail yard trade, still he has good supplies of crating lumber and factory white pine. He also expects to market the hardwoods direct to the factories. He also has the largest lath stock in the North and makes a specialty of lath shipments in car lots.

J. H. O'MELIA, OF THE J. H. O'MELIA LUMBER COMPANY, RHINELANDER, WIS.

Billetter-Nagle

Mr. and Mrs. William Henry Nagle, Philadelphia, Pa., announce the marriage of their daughter Lillian Beckman to Hugh William Billetter on Wednesday, November 4.

Otis-Scoggin

Mrs. William Hamilton Scoggin announces the marriage of her daughter Elizabeth Lee to Joseph S. Otis on November 4. The ceremony took place in the Napoleon Avenue Presbyterian church of New Orleans.

Mr. Otis, as is widely known, is of the Otis Manufacturing Company, New Orleans, which concern operates the largest mahogany sawmill in the world.

The couple will be at home after December 15 at 1021 Audubon street, New Orleans.

Edwards Lumber Company in Receiver's Hands

Suit was filed about a week ago by E. L. Edwards against the Edwards Lumber Company, Dayton, O., asking for appointment of a receiver. E. A. Deem, president of the Miami Lumber & Veneer Company, was appointed in this capacity, and his bond fixed at $10,000.

In his petition, E. L. Edwards alleges that he is a surety for the company for a large amount, and that the indebtedness is due. He says the company is engaged principally in the export business, and sells the larger part of its product in England, Europe, South America, South Africa, Australia and New Zealand, and that owing to the European war now existing foreign banking and exchange have become so demoralized that there is no basis or medium of exchange established as yet for the interchange of business, and further, owing to the unsettled business conditions now existing in this country, the company has been unable to sell its product in the usual channels. He states the company has letters of credit and drafts for large amounts against customers in Europe and other foreign countries, which it is unable to negotiate.

He further maintains that with numerous valuable orders on hand for foreign shipment, in addition to the uncertainty of the medium of exchange, ocean freight rates have advanced twenty-five to fifty per cent, also all shipments must carry war risk insurance amounting to two and one-half up to ten per cent. He says that the company is solvent, but is unable to obtain extensions of credit or realize on its assets. He also says that creditors are pressing them for payment of their claims and suits have been filed against the company, and in order that its assets might not be sacrificed and its property depreciated a receiver was asked for.

Forest Service Notes

Henry S. Graves, forester and chief of the Forest Service, will return to Washington next week from his western trip. Mr. Graves has communicated informally some of his impressions to members of his staff in the capital. One of them is understood to be that the government should begin a more active campaign to secure the development of national forests. Settlers have been found to be restless and Mr. Graves probably will recommend advances by the government for road building and the construction of other public utilities that must be had before settlers in any number can be induced to move into the forest sections.

While forest fires have been very few this fall, it is pointed out at the Forest Service at Washington that conditions have been very similar to those of the autumn of 1910, when losses totaled over $20,000,000. Winds have been very high and there have been many small fires. Improved and systematic methods have proven their worth over and over during recent weeks, it is stated. Automobiles and telephones are reported to have been of greater aid than any two other agencies. Of course the building of roads and trails has been a necessary antecedent of the use of motor cars.

All sawmill operators are being called upon by the Forest Service to furnish information as to character of output, whether it is building lumber dimension stock or vehicle, handle or agricultural implement material. This is being compiled so that when government departments have to apply for bids of any kind of stock the request can be sent only to those in a position to furnish the grade of material wanted.

The Forest Service field party, which has been doing work in a number of southern states, has returned to Washington and the work of compiling the data has been started. The party was in charge of W. D. Brush.

R. E. Simmons, who has been designated by the Bureau of Foreign & Domestic Commerce to study lumber conditions in South America, sailed November 7 from New York to take up his work. For a week before leaving Mr. Simmons called upon lumber exporters in New York and was able to get an exact idea of what shippers want to know. This item has previously been referred to in a more detailed manner in other issues.

Franklin H. Smith, who is going to the Orient on a similar mission has stopped in Hawaii for an investigation of lumber conditions there. On concluding this he will take up his investigation in Japan and China at once.

A representative of the Italian state railways has arrived in this country and is looking into the cross tie situation here.

O. T. Swan of the office of Industrial Investigations of the Forest Service, will return to Washington November 15, after a personal investigation of the questions of Douglas fir grading. On his way to the Pacific coast he conferred with representatives of furniture factories in regard to several important matters, which are expected to lead to important investigations.

J. B. Knapp of Portland, Ore., secretary of the Northwestern Association of Box Manufacturers, is in the East studying the possibilities of the market for the product of his association. The opening of the Panama canal has given the northwestern manufacturers their long wished for chance to have an opportunity to compete for the eastern market and in order that their campaign may be laid along intelligent lines, Mr. Knapp is looking carefully into all matters affecting the situation.

Mississippi Mills Begin Operating

The two latest additions to the active operating trade of the state of Mississippi are the hardwood and pine mill of W. P. Goolsby, Lafayette Springs, and the hardwood dimension mill of C. E. Ford of West Point.

Kimball-Lacey Opens Chicago Office

The Kimball-Lacey Lumber Company of Arkansas City and Memphis has taken office room at 2024 Railway Exchange building, Chicago. T. B. Coburn, who has been at the office at Arkansas City, will have charge of the Chicago business and will take care of trade in Illinois and Missouri. Mr. Coburn requests that inquiries from this territory be sent to him at Chicago.

Lumber Company Involved in Unfortunate Suit

Arguments in the litigation of the Paepcke Leicht Lumber Company versus Geo. Leavenworth were heard last week in the supreme court of the United States. A valuable tract of hardwood timberland in Coahoma county, Mississippi, is involved. The land was sold the lumber company in good faith by J. F. Smith, the evidence showed, but Leavenworth developed what he alleges to be a prior claim. Leavenworth asks for an injunction to prevent the removal of timber by the lumber company.

Pertinent Information

The Kauri Gum Industry

Kauri gum is used in making some of the best varnishes, and the United States buys more of the gum than any other country. A change in the method of grading is proposed, and it is not meeting with unqualified approval. The gum is mined in New Zealand on tracts where forests of kauri pine once grew. The resin resisted decay and is now found mixed with the soil. It is taken out by surface diggings, and is of several qualities. A recent consular report from Auckland, New Zealand, says that the report of the commission appointed by the New Zealand government to inspect and classify the kauri gum reserves in the Auckland district has just been issued. The United States took in 1912 3,894 tons, valued at $1,131,782, out of a total exportation of 7,908 tons, valued at $1,952,951.

The opinion of exporters of this gum is that this official report is comprehensive and valuable, but, speaking generally, the local firms which buy and grade kauri gum for export do not regard as practical the idea advanced by the commission for the government to undertake grading the gum, claiming that no universal standard would be so satisfactory for the varnish makers as the existing system of long standing.

It is recognized that almost every large buyer of kauri gum has his own special method of preparing the product which best suits his requirements. Exporters think that for the government to undertake the grading would only mean added expense to the industry with no adequate result, as exporters generally would continue to rely upon their own methods of grading, which were adopted to suit their customers.

Interesting Traffic Disputes

A forcible reiteration of the stand of the Interstate Commerce Commission with respect to retroactive application of transit privileges was made in a decision in the case of the Meeds' Lumber Company of Jackson, Miss. This company charged that unjust and unreasonable rates had been charged on certain east-bound lumber which provided for dressing in transit.

The McShane Lumber Company of Omaha, Neb., lost its case when its contention of misrouting and unreasonable rates was not sustained.

A brief was filed last week for Chattanooga, Tenn., lumber shippers in regard to lumber rates between Nashville and Chattanooga. The brief sets forth that the Nashville, Chattanooga & St. Louis Railroad is the shortest line between Chattanooga and Nashville. The distance between the two places is 151 miles. The rate on lumber from Chattanooga to Nashville is nine cents. The rate on lumber from Nashville to Chattanooga is seven cents. The Chattanooga shippers object to paying two cents more and claim that it is a violation of the act to regulate commerce. The brief is filed for the J. M. Card Lumber Company, the McLean Lumber Company and the G. H. Evans Lumber Company.

Thursday the Nashville, Chattanooga & St. Louis Company filed its brief in the case. It is set forth that there are fourth section reasons for the higher rate from Chattanooga to Nashville. The movement of lumber in this direction is very light in comparison to that moving from Nashville to Chattanooga, it is said. A rate as low as seven cents would affect other and more important traffic adversely, it is declared. It also is stated that the seven cent rate from Nashville to Chattanooga grew out of the intense competition with Ohio and Mississippi river crossings.

Relief from fourth section provisions has been granted, pending investigation, to the Tennessee Central and other railroads respecting rates on cedar pencil wood from Tennessee points to Norfolk, for export. The commission names a rate of twenty-six cents to Norfolk and thirty-six cents to New York, rail and water.

D. K. Jeffris, a lumberman well known in Chicago and in Louisiana, was not able to secure the support of the Interstate Commerce Commission in his charges of unreasonable rates against the New Orleans, Mobile & Chicago Railroad and its connections. In a decision last week, the commission found that the rates charged for transportation of certain shipments of lumber from points in Mississippi to Chicago and Indianapolis were not unreasonable, except in cases where the joint through rates were in excess of the sums of the intermediate rates to and from Cairo or Thebes, Ill. Reparation for this portion of the haul, on which overcharge was made, was left to be adjusted by the persons interested.

Proposed increases of rates on lumber and forest products on the Missouri & North Arkansas Railway have been suspended until January 28.

The Powell-Myers Lumber Company of South Bend, Ind., has filed complaint with the commission charging misrouting and overcharge.

The Union City Hoop and Lumber Company of Union City, Ind., has filed complaint covering shipments of logs from Ohio points.

The Holland-Blow Stave Company of Decatur, Ala., has filed a complaint of overcharge for shipments of stave bolts made between local stations on the Louisville & Nashville.

Bruer Bros. Lumber Company of Minneapolis, won its suit against the Chicago, Milwaukee & St. Paul last week. Reparation was awarded on account of collection by the defendant of a rate for switching in excess of that authorized by its tariff.

The much discussed lumber transit privileges at Buffalo will be the subject of a special hearing at Washington, November 24. Examiner Bradley will take the evidence.

An important ruling affecting the lumber trade was that of the Interstate Commerce Commission in the case of the National Casket Company, versus the Southern Railway. In addition to the attorneys for the complainants, Wm. S. Phippen appeared in the interest of the National Wholesale Lumber Dealers' Association. The features of the decision may be summed up as follows:

Defendant's rules and regulations applicable to transit on lumber at points on its system generally not found to be unduly discriminatory or prejudicial to transit users in western North Carolina, but the refusal to apply the transit rate on small shipments of lumber of a particular kind of wood which, being a part of a mixed carload shipment, weighs less than 1,000 pounds found to be unreasonable.

Defendant's practices in respect to the weighing and billing of shipments of transit lumber moving from Azalea, N. C., found to be unjust and unreasonable.

Transit charge of 2 cents per 100 pounds above the through rate not found to be unreasonable in view of conditions surrounding the service at Azalea, Woodfin, Asheville, Biltmore and Marion, N. C.; nor upon the facts shown to be unduly discriminatory against the latter points as compared with east Tennessee points. Evidence upon which a contrary conclusion was reached in Spiegel v. S. Ry. Co., 25 I. C. C. 71, and Bristol Door & Lumber Co. v. N. & W. Ry. Co., 25 I. C. C. 87, compared and held not to mitigate the controlling effect of the evidence in this case.

After years of effort, log shippers at last have obtained a ruling from the Interstate Commerce Commission providing for an allowance of 500 pounds to cover the weight of standards and supports used in securing logs on flat cars. The decision was rendered in the case of the Berry Lumber and Stave Company of Chattanooga versus the Alabama Great Southern Railroad Company. On most railroads there is a rule providing an allowance of 500 pounds for dunnage used on shipments of lumber on flat, gondola or coal cars. In practically all cases it is specified that no allowance will be made on forest products other than lumber. In its ruling, the commission holds that substantial justice does not require that reparation be awarded upon past shipments of logs. As the rule involved is one of general application, the commission did not enter an order, but will expect defendants to amend their tariffs within sixty days so as to provide for the 500-pound allowance.

The commission has made various adjustments in rates on logs in the deciding of several cases brought by the McLean Lumber Company, of Chattanooga. All the cases were related to the Chattanooga log rates. O. L. Bunn appeared in the interest of the lumber company.

An important question of rates on rough hardwood lumber is involved in the case of the Hugh McLean Lumber Company of Buffalo, versus the Illinois Central and the Chicago, Milwaukee & St. Paul. The lumber company claims various overcharges.

The Berthold & Jennings Lumber Company of St. Louis has entered a complaint alleging overcharge on various shipments of lumber where dressing in transit was specified but was not done.

The Salmen Brick and Lumber Company of New Orleans was advised last week that no exception would be made of its cars in the application of the Safety Appliance act. The lumber company asked to be relieved from placing certain equipment on its logging cars. While it is admitted that in this particular case it works a hardship, the fact that the logging cars are used over a few miles of a line engaged in interstate traffic makes it necessary that all provisions of the act be observed.

The Lambert Lumber Company of Chicago and Minneapolis has filed a reply brief in its case against the Great Northern Railway in regard to coal rates. The R. J. Darnell Company, Inc., of Memphis, has asked reparation of $512.15 on 107 cars of gum lumber shipped September 16, 1913, to February 25, 1914, from Leland, Miss., to New Orleans for export. It is stated that on December 20, 1912, the Yazoo & Mississippi Valley advanced its rate on gum lumber between Leland and New Orleans from ten cents to eleven cents. Attention is called in the complaint to the commission's order to apply a ten-cent rate on gum lumber, staves and headings, south of the Southern Railway in Mississippi and eleven cents north of that line. Reparation for excess charges is asked.

After the St. Louis Southwestern and its northern connections failed to agree on divisions of rates on lumber and other forest products from points in Arkansas and other states to points in Iowa, Minnesota and other states, the Interstate Commerce Commission arranged the divisions in a report handed down last week. It was decided that the through rates should divide 18 cents to East St. Louis and the balance to the lines beyond. With respect to the rate via the Wabash Railroad, the

H. H. HITT LUMBER COMPANY

DECATUR, ALABAMA

Canadian Representative
CONFEDERATION LUMBER & SUPPLY CO.
St. Catherines, Ont.

Eastern Representative
W. F. BIXBY, Jamestown, N. Y.

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Hardwood Lumber Hardwood Flooring

Prompt HITT QUALITY THE HHH BRAND HARDWOODS ***Shippers***

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Partial Dry Stock List

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500M′ No. 1 Common, 4/4
100M′ No. 2 Common, 4/4

PLAIN WHITE OAK
80M′ 1s & 2s, 4/4
20M′ 1s & 2s, 5/4
500M′ No. 1 Common, 4/4
130M′ No. 1 Common, 5/4
10M′ No. 1 Common, 6/4
60M′ No. 2 Common, 4/4
10M′ No. 2 Common, 5/4
10M′ No. 2 Common, 6/4

PLAIN RED OAK
300M′ 1s & 2s, 4/4
140M′ 1s & 2s, 5/4
1000M′ No. 1 Common, 4/4
130M′ No. 1 Common, 5/4
10M′ No. 1 Common, 6/4
60M′ No. 2 Common, 4/4
10M′ No. 2 Common, 5/4
10M′ No. 2 Common, 6/4

WHITE ASH
25M′ 1s & 2s, 4/4
10M′ No. 1 Common, 6/4
10M′ No. 2 Common, 4/4
25M′ No. 3 Common, 4/4

POPLAR
20M′ Panel
20M′ 1s & 2s, 4/4
90M′ No. 1 Common, 4/4
40M′ 2A Common, 4/4
40M′ 2B Common, 4/4
20M′ 2B Common, 5/4
40M′ No. 3 Common, 4/4

RED GUM
10M′ 1s & 2s, 4/4
40M′ No. 1 Common, 4/4
10M′ No. 1 Common, 5/4
70M′ No. 2 Common, 4/4
10M′ No. 2 Common, 5/4

SAP GUM
20M′ 1s & 2s, 4/4
10M′ 1s & 2s, 5/4
10M′ 1s & 2s, 6/4
400M′ No. 1 Common, 4/4
180M′ No. 1 Common, 6/4
700M′ No. 2 Common, 4/4
350M′ No. 2 Common, 5/4
100M′ No. 2 Common, 6/4

BAY POPLAR
40M′ 1s & 2s, 4/4
200M′ No. 1 Common, 4/4
50M′ No. 2 Common, 4/4

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MANUFACTURERS
ASH OAK CYPRESS GUM
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No manipulation of grades.
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OFFER YOU STANDARD GRADES
WELL MANUFACTURED
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ROCK AND SOFT ELM
HARD AND SOFT MAPLE
Stocks cut 4/4, 5/4, 6/4, 8/4, 10/4, 12/4
WRITE US FOR PRICES DELIVERED YOUR STATION

same principle was involved and in the determining of the reduced rate to Des Moines the factors ordered used were 18 and 9½ cents or 65.4 per cent to East St. Louis and 34.5 per cent beyond. The result of this is a division to the St. Louis Southwestern of 16.5 cents and to the Wabash of 8.5 cents.

Effect of Recent Rate Advances

While the granting of the request for the five per cent advance in eastern rates will not affect directly the lumber industry in other territory, there is little question in the minds of the attorneys who have been presenting the case before the Interstate Commerce Commission, that the roads serving the great hardwood centers will try to advance rates on the ground of having to give a higher proportion to the roads in the freight territories where advances may be authorized. This is shown in the rate increase which became effective October 26 in Central Freight Association territory. This, of course, includes shipments originating at points on the Mississippi and Ohio rivers, which form the boundaries of the Central Freight Association territory.

While the through rates have not been affected by the advance there are considerable territories in the hardwood section where the rates into Central Freight Association territory are made by a combination of local rates. In these cases the southern lumber will have to pay the increase on the haul north of the Ohio.

All believe that there will be a determined attempt to advance the through rates from the South and Southwest. Proposed advances of southern lumber rates already are under suspension.

Correspondence Regarding Five Per Cent Increase on Lumber Rates

E. E. Hooper, secretary of the Lumbermen's Association of Chicago, sent HARDWOOD RECORD the following letter, which was received from the general freight agent of the Chicago & Eastern Illinois Railroad, relative to the proposed advance in freight rates:

"Your attention is called to 'special application' on page 42 of Supplement No. 57 to C. & E. I. R. R. Freight Tariff No. 2800-C. Rates on lumber from Thebes, Thebes Transfer, St. Louis and East St. Louis on traffic originating beyond are not advanced. Only the local rates from these points and points taking same rates are advanced. All rates from Joppa, Ill., Evansville and Mt. Vernon, Ind., and Chicago, Ill., are advanced as per Supplement No. 57.

"There is no change in through rates from points in Section 5 of Tariff 2800-C to points in Sections 1, 2 and 3, nor is there any change in the rate north of Thebes, Ill., on traffic received at Thebes, Ill., from connecting lines."

St. Louis Firms Alarmed Over Rate Advances

Henry A. Boeckler, president of the Boeckler Lumber Company, told the members' conference of the Business Men's League of St. Louis, at one of its weekly meetings held a few days ago, that unless the discriminatory railroad rates enforced against St. Louis were abolished, St. Louis would lose its supremacy as a lumber market and many firms would leave the city. He made a strong appeal to the St. Louis business and financial interests to come to the rescue of the lumbermen and aid in their fights for fair rates.

In part he said that the lumber business of St. Louis was saved in 1906 by the abolition of the bridge arbitrary. It was again threatened by the practice of the railroads in continually advancing rates to St. Louis and not advancing them to other markets. He stated that in 1911 the railroads made an increase of one cent a hundred pounds on the freight rate but increased the rates to no other point. Although the lumbermen fought the advance they lost out in their fight. The lumbermen thought that the railroads needed the money and would advance rates to other points but instead of doing this, they added another cent last December. These rates, on complaints filed with the Interstate Commerce Commission, have been suspended until January 28, 1915. If the proposed rates are permitted to stand, the lumber business of the city will suffer great injury and much of the business now done by St. Louis concerns will go to Memphis, Cairo and Chicago.

Plea for Just Log Rates

Rates on hardwood logs from points on the Chicago, Rock Island & Pacific to Memphis are said to be unreasonable and unjustly discriminatory by Memphis hardwood manufacturers in a complaint filed recently with the Interstate Commerce Commission. The manufacturers submit a scale of rates which they consider reasonable. It is claimed that the rates now in force greatly restrict the quantity and size of shipments of logs. The following rates are suggested by the Memphis manufacturers:

Distance	Rate per 100 pounds
10 miles and under	3 cents
25	3
50	3½
75	4
100	4½
125	5
150	5½
175	6
200	6½
225	7
240	7½
270	7½
260	8
275	8
280	8½
300	8½
325	9
350	9½
375	10

The complainants also set forth that they will not oppose the establishment, by the defendant, of a transit arrangement similar to that in effect on other important log carrying roads entering Memphis, under which certain gross or bonded rates are collected in the first instance upon logs. A portion of these charges are refunded when the production of these logs is reshipped via the rails of the carrier delivering the logs.

There is an imposing list of names signed to the complaint. They are: Memphis Band Mill Company, Anchor Saw Mills Company, I. M. Darnell Son Company, Dudley Lumber Company, Dugan Lumber Company, F. T. Dooley Lumber Company, Gayoso Lumber Company, C. S. Gladden, Goodlander-Robertson Lumber Company, Green River Lumber Company, Kennedy Heading Company, May Brothers, Memphis Veneer and Lumber Company, McLean Hardwood Lumber Company, Moffet, Bowman & Rush, Mossman Lumber Company, Nickey Brothers & Bass, Inc., Nickey & Sons Company, Russe & Burgess, Inc., James E. Stark & Co., J. V. Stimson Hardwood Company, VandenBoom-Stimson Lumber Company and Jno. M. Woods Lumber Company.

Interesting Freight Developments at New Orleans

Exporters of lumber through New Orleans are interested greatly in the Belt Railway at that port. It is the only terminal facility of this kind owned and operated by a municipality in the United States. On the efficacious operation of this belt system much depends, so far as the lumber exporter is concerned. As a consequence, the outcome of the case of the Louisiana Railway and Navigation Company versus the City of New Orleans, which was argued last week in the supreme court, is being awaited with interest by all lumbermen shipping through New Orleans.

The very existence of the Belt Railway is threatened. The city gave certain privileges to the Frisco and the L. R. and N. a number of years ago. Later it was decided that the city had exceeded its jurisdiction and the privileges were withdrawn. The L. R. and N. claims that the rights extended it could not be repealed and brought the action which has been fought through the state courts and is now laid before the Supreme tribunal for decision.

The important case of Krauss Brothers Lumber Company of New Orleans versus the Nashville, Chattanooga and St. Louis Railway will be taken up at a special hearing in Washington November 16. Examiner Horton will hear the evidence. The cases of the Williamsburg Lumber Company versus the Gulf and Ship Island and the F. M. Kirby Company versus the Pennsylvania Company will be heard November 17.

Intelligent Effort to Land New Export Business

Baltimore enterprise is to be credited with a plan which promises to do great things for the foreign business of the United States, lumber included. The plan in question involves the chartering of the steamer Finland, of the International Mercantile Marine Company, a 22,000-ton vessel, for a trip to all the South American and many of the Central American countries on a trade promoting trip. Provision will be made on board of the vessel for some 300 to 400 of the leading business concerns of the country to send representatives, who are to study the special needs and the opportunities offered in Latin America, with a view to establishing connections and making arrangements to supply these needs. To aid the propaganda it is proposed to have on board a display of many of the goods which are likely to be called for in South America, and the party is to be accompanied by experienced financiers, students of international credits, interpreters and others, who will facilitate the work of getting in touch with the South Americans. Stops are to be made

at the principal ports, where the leading trade bodies and representative business men will be conferred with. The steamer has been chartered by the Fidelity Trust Company of Baltimore, but the opportunities of the trip will be available to represetnative business men from all over the country. The Finland is to leave New York January 27 and Baltimore two days later, going down the east coast and returning along the west coast via the Panama canal some time in April. The entire distance steamed will be about 16,000 miles. The establishment of branch banks and other credit agencies will be undertaken, and it is expected that the exports to South America will be greatly stimulated as a result of the trip. Baltimore is already a large shipper of lumber to South America, and it is thought that these shipments can be greatly added to. There are also excellent chances of introducing factory products of various kinds.

Indian Teakwood

The valuable teakwood of British India was little used for export purposes prior to 1897, but that year it began to take its place as wood for shipbuilding. Its price was then about sixty-five dollars a thousand feet at export points. Its value has steadily increased, and likewise the quantity exported. In 1913 the average price was $106 per thousand feet, and the value of that year's exports was $3,017,230. Most of it went to English shipyards. The home demand in India has always been large. The supply is becoming scarce, and large plantings have been made to provide for the future. It is valuable for furniture and also for house finish.

Teak owes its value chiefly to its great durability, due to its large content of resin, which fills up the pores and resists the action of water. When fresh it will not float, but when seasoned floats easily. The oil in the wood prevents its getting waterlogged, and seems also to safeguard it against timber-boring insects. It does not rust iron when worked up with it. It is used for carving, the noted carved kyaungs or monasteries of Burma being prominent in almost every village of any importance. Teakwood is rather coarse grained, greasy to the touch, and has an offensive odor, something like that of decaying shoe leather.

We Are Flattered

It is indeed a distinction to have one's name appear in the "greatest lumber journal on earth," and it is an almost inconceivable distinction to have one's writings quoted in this notable publication.

HARDWOOD RECORD modestly acknowledges this distinction after having read an item in the greatest lumber newspaper on earth entitled "Get Back to Business—Urged." The item quoted is taken from a letter addressed by our modest selves to a number of lumbermen friends requesting that they bring pressure to bear on the papers which they read regularly, aiming toward at least a reduction in prominence of alleged war news. Probably through a misunderstanding as to the original source of the appeal, the greatest lumber journal on earth printed this little item.

May we modestly urge that the perusal of our own unassuming columns might occasionally give a helpful suggestion even to "grandfather" (someone has said grandmother)?

Contract Comes to Michigan

A Canadian builder recently secured a contract at $100,000 for the carpentry on a new school house in that country, and he found that he could save money by subletting the doors, sash, and frames to a Michigan firm. It was shown that the doors, after the duty had been paid, cost less than the price at which they could be manufactured in Canada.

Coloring Growing Wood

A correspondent of an English lumber journal writing from India describes an experiment in coloring artificially the wood of trees while in a growing state. By running a system of boreholes right through the trunk, stopping one end with cork, and introducing a dye, the tree may, it is asserted, be made to absorb the coloring matter. Thus the aniline dyes of malachite green and methylene blue colored birch evenly, and eosin veined the wood with red. As the darker shades in wood have a higher value than the lighter, it is considered possible that by impregnating, for instance, a tannin-free wood like birch or maple with a tannin solution during growth, it would later be easy to give these woods a rich dark tint similar to that of the oak, which is rich in tannin, by means of treating it with ammonia under pressure.

Southern Timber Tables

HARDWOOD RECORD is in receipt of an interesting and concise pamphlet with the above caption, which describes timber tables for southern white cedar, southern pine and southern Appalachian timber. The booklet is published by Howard R. Krinbill of New Bern, N. C., and the tables are a result of his own investigations and actual woods experience. Mr. Krinbill has become well known as a timber statistician and has done quite a little research work in this direction.

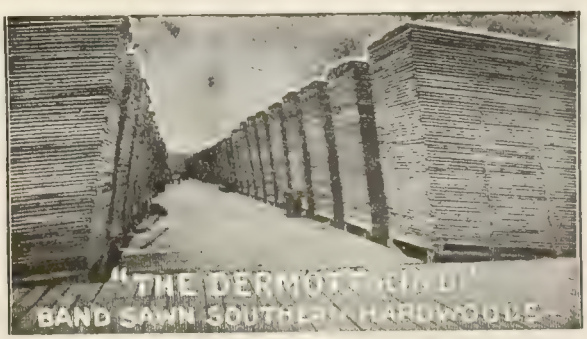
Beside the table notations, this book gives some helpful suggestions for solving various problems which confront those interested in timberlands. For instance, he hinges the financial problems mainly on computations with the number 71. He says "many problems in forest finance may be solved mentally by remembering that the investment doubles as soon as rate of interest or increment times number of years equals 71. In other words, he gives as a formula the following: Seventy-one over the number of years equals percentage, and seventy-one over percentage equals the number of years.

Kentucky Hardwoods

5 Cars 1" No. 1 Common Poplar
2 Cars 1½" No. 1 Common Poplar
2 Cars 1" No. 2 "A" Common Poplar
5 Cars 1" Log Run 8' Oak
3 Cars 1" Common and Better Wormy Oak
3 Cars 1" No. 1 Common Chestnut
2 Cars 1¼" No. 1 Common Chestnut
5 Cars 1¼" Sound Wormy Chestnut
2 Cars 1½" Sound Wormy Chestnut
3 Cars 1½" Log Run Hard Maple
2 Cars 2" Log Run Hard Maple
4 Cars 2" Log Run Beech

Buskirk Rutledge Lumber Co.
INC.
LEXINGTON, KY.
BAND MILLS: Quicksand, Ky., Stralght Creek, Ky.

John G. Lockhart Lumber Co.
Sheboygan, Wisconsin
BIRCH LUMBER We have the following Log Run Birch all 10 foot and Longer.
250,000' 5/4" No. 2 & Better, 10' & Longer
250,000' 6/4" No. 2 & Better, 10' & Longer
250,000' 8/4" No. 2 & Better, 10' & Longer
This stock is ready for shipment and we will sell it in carload lots or all together.
KINDLY SEND US YOUR INQUIRIES FOR BIRCH OR ANYTHING IN NORTHERN HARDWOODS.



Dermott Land and Lumber Company
DERMOTT, ARK.

Mr. Krimbill is a forest engineer who is doing high-class consulting work in forest engineering and timber cruising, with headquarters at New Bern and Biltmore.

Dry-Kiln Truck Bulletin

An attractive bulletin has been issued by the A. H. Andrews Company, 115-117 South Wabash avenue, Chicago, descriptive of its roller-bearing dry-kiln truck and transfer cars. The drier department of this company is in charge of C. J. Maural. It is well known that next to the dry kiln itself the apparatus for the economic movement of the lumber in and about the kiln is of the greatest importance, and that it is possible to add enormously to the efficiency of the kiln by the proper handling of the lumber in and out. There must be rapidity and ease of movement, as well as strength, durability and simplicity in the machines. The A. H. Andrews Company has given close and intelligent study to all the details which go to make a complete outfit for this work.

In the first place, all wheels used in the construction of these trucks and transfer cars are of the roller-bearing type wheels of six or seven-inch diameter, are of malleable iron castings, clean and perfect in every respect. Twelve-inch wheels are high grade gray iron, and larger wheels are of cast steel. All wheels are double flanged, unless otherwise specified, and run on rails up to forty-five pounds per yard, or heavier if wanted.

The channel-shaped steel beam is the logical form of construction for all steel dry kiln trucks. The Andrews trucks have side channel beams of three, four and five inches as required by conditions of service and load. The transfer cars have heavy, five-inch side channel beams for track to track heights from nine and a half to fifteen inches. All parts are interchangeable, which is an important feature and adds to the value of the trucks.

Careful attention is given to the bracing of all Andrews trucks and transfers, whereby they are made rigid and reliable. The bulletin fully describes the several styles of trucks, with their parts, dimensions, weights and prices. There is likewise much valuable information in regard to proper dry-kiln management, whereby output can be greatly increased without sacrificing quality or efficiency.

A New Forestry Book

The library of books on forestry has been added to by a work just from the press of John Wiley & Sons, New York. It was written by Frederick Franklin Moon and Nelson Courtlandt Brown, who are professors in New York State College of Forestry, Syracuse, N. Y. The volume contains about 400 pages, is well illustrated, finely printed, and handsomely bound. The subject is presented from the popular standpoint, yet it supplies the student's wants in the way of technical forestry. The general reader, who never expects to see the inside of a forest school, will find the book entertaining. It gives a good idea of the country's present timber resources, and offers valuable suggestions to those who expect to grow timber for the future.

The college at Syracuse is taking an active part in forestry work, and though intended principally as a working center for the state of New York, its scope of activities is getting in touch with the whole country.

OUR LINE

WEST VIRGINIA HARDWOODS

Embraces all the commercial species in this region.

Being located right at the mill, we know that *every stick we manufacture is manufactured right.*

We solicit the opportunity of proving this claim and offer the following list which

WE WOULD LIKE TO MOVE NOW:

10 cars 4/4 sound wormy chestnut.
10 cars 4/4 No. 3 common chestnut.
5 cars 5/4 sound wormy chestnut.
5 cars 6/4 sound wormy chestnut.
3 cars ½-inch slack barrel staves, 40 & 42 inches long.
1 car 4/4 oak table tops 40 & 42 inches long.

Alton Lumber Company
Buckhannon West Virginia

West Coast Ties for Egypt

The British steamer Orange River has been chartered by Thane & Co. of San Francisco, to load railroad ties at Eureka, Cal., and at Puget Sound points for Port Sudan, Egypt. This is the first Pacific coast business for Egypt in many years, and it is a direct result of the war blockade in timber traffic from Baltic and White sea producing regions.

American Pianos in South Africa

Consul William A. Haygood recently reported from Cape Town, South Africa, that the effect of the trouble in Europe opens a field for American pianos in Africa, provided the requirements of the trade are complied with. Germany has been supplying sixty per cent of the pianos in that market, and that trade has ceased for the present. Prospective dealers must study the requirements. The pianos must be comparatively light in weight, low in price, and satisfactory in tone, if they are to take the place of instruments which formerly occupied the market. Heretofore less than ten per cent of the pianos sold in South Africa have been of American make. A publication issued some time ago, "Foreign Trade in Musical Instruments," Special Consular Report, No. 55, gives information on that trade in all parts of the world, and it may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., for ten cents.

Not Cutting Pencil Slats

The war has let hard the rural dwellers in some parts of Tennessee, and they have left off looking for cedar stumps, logs, and fence rails suitable for the lead pencil makers. The slats were sold chiefly in Europe, and the war knocked the breath out of the pencil business the first round. The Tennessee frontiersman, who had worked at cutting pencil slats much as some of the mountaineers of West Virginia labor at digging ginseng, speedily got news over the grapevine telegraph that sales were off, and he quit slatting and turned his attention to other lines of business.

Mt. Mitchell Forests

The state geological survey of North Carolina has made an appeal to the people of that state to take steps at once to save the spruce forests on Mt. Mitchell from destruction by axe and fire. That mountain is the highest point in the United States east of the Mississippi river, and possesses great scenic attractions. The government has purchased the land on both sides of the spruce tracts and has incorporated it in the southern Appalachian park; but the price of the spruce land is so high that the government will not buy it.

The timber is about to be cut, and everybody acquainted with lumbering in the mountains knows that fire will follow the log cutters and will lay the tracts bare, unless measures are taken to provide against such an occurrence. If the upper slopes of the mountain are bared by fire, they will degenerate into waste places, gullied and meshed, until they lose the soil that clothes the rocky skeleton.

The plan is for the legislature to provide laws to protect the forests against fire, so that a force will always be within calling distance if a fire gets under headway. With that precaution, the damage by burning can usually be kept within small limits, and a forest is not destroyed by lumber operations.

The Paint Brush Situation

The upset of trade on account of hostilities has disturbed the brush trade. The paint brush makers are experiencing difficulty in adjusting selling prices to the present cost of the basic material. Bristles from a semiwild hog of Russia and Siberia and also a black hog of China have advanced fifty per cent since war was declared, on account of the practical stoppage of shipments from those countries.

Other hairs used in brush industry are also scarce. Camel hair is dressed only in Germany; the trade of dressing this very fine and short hair requires great skill. It is not known where it can be secured when the present supply is exhausted. Badger skins from which the badger hair is obtained comes entirely from Russia. The advance in this article is nearly one hundred per cent; in fact, it is not a question of what one has to pay, but whether it can be bought at any figure.

Germans and others in and around New York City have been dressing bear hair in large quantities for the past ten years and as a result the trade is not obliged to purchase in Europe. Ox hair, generally called Siberian ox hair, comes from the inside of cows' ears. These ears were formerly taken to Germany, where the hair was cut out, the skin used for other purposes, and the gristle of the ear used for gelatine. During the last few years the dressing of cows' ears has been done in the United States.

Pit Props for English Mines

Consul Lorin A. Lathrop, reporting from Cardiff, Wales, says there is a prospective shortage of mine timbers in the south Wales coal fields. This timber is pit wood, imported from France, Spain, and Portugal, and pit props, brought from the Baltic ports of Sweden and Finland. Both are the trunks of conifers, such as larch, Scotch fir, etc., but there is a difference in the way in which they are cut, in the age of the trees, and in the way in which they are marketed in Cardiff.

So many French woodcutters took their place in the French army that production was greatly reduced and exports lowered. The French government is understood to have set soldiers at cutting, lest the Welsh output of coal should be lessened. Supplies of pit wood for the moment are adequate to the demand. It is the shipments of pit props from the Baltic that have practically ceased. The British government is said to have sent a commission to Newfoundland to report on the suitability of supplies from the forests there; and the British Board of Agriculture is inquiring into the possibilities of using domestic growths. Steel props and props made of reinforced concrete have been considered for the permanent ways of the mines, but cost has been found to prevent extensive use. Attempts have been made in the past to import wood from Newfoundland, but ocean freights have been found prohibitive. The extended and constant market, the high financial standing of the importers, and the prompt conditions of payment render this business worth the most serious consideration of American owners of timber lands near to ports of shipment.

Imports into Cardiff in 1913 from Finland amounted to 220,000 loads, being approximately one and one-third loads to a ton of 2,240 pounds; from Sweden, 15,000 loads; from France, 550,000 loads; from Portugal, 250,000 loads; from Spain, 100,000 loads; into Newport, from all countries, 360,000 loads; into Swansea, 150,000 loads.

Pit wood (all from France, Spain or Portugal) consists of the trunks of trees from fifteen to twenty years old, and is shipped green with the bark on. Of the imports, fifty-five per cent is cut to 6½-foot lengths, diameter from 3½ to 8 inches; thirty-five per cent is cut to 9-foot lengths, diameter from 5 to 12 inches. The remaining ten per cent is in 13-foot lengths, diameter 8 to 20 inches. Pit wood is sold by the exporter to the Cardiff importer per metric ton, f. o. b. Bordeaux, Lisbon, Oporto, etc. Prices have usually ranged from $3.64 to $4.37 per metric ton, and freights from $1.21 to $2.18 per ton of 2,240 pounds, the last named being an entirely exceptional rate. Prices, as between importer and coal mine, during the last few years have run from $5.34 to $5.83 per ton of 2,240 pounds, f. o. b. at the Cardiff docks.

Philippine Hardwood Exports

Exports of the famous Philippine hardwoods to the markets of the Orient and to the United States are steadily increasing, and the demands are much greater than the current production can fill. It is estimated that 300,000,000 board feet could easily be marketed outside the islands, while the quantity exported last year was less than 10,000,000 feet.

According to the returns of the collector of customs the value of the timber exported in 1913 was $9,665, a slight increase over 1912. Lumber has shown an advance in export value from $63,455 in 1912 to $214,814 in 1913, the greater part going to the United States. The United States imports chiefly narra and tanguile woods, both being among the best woods obtainable for construction and cabinet work.

The Sumac Crop in Sicily

The Sicilian production of sumac has been constantly decreasing during the past few years. This is attributable to the reduction in price and the increased cost of cultivation. At one time the production amounted to 60,000 tons, while the estimated amount of this year's harvest is about 30,000 tons. Many of the producers have turned to other crops and those who have retained the trees have failed to properly cultivate them, with the result that much of the product is lacking in tannin.

Exports to the United States reached their maximum in 1907 when they totaled 9,500 tons. They later fell to 4,300 tons, and have risen to 5,600.

On account of the war, the exportation to other countries will be reduced, which will probably result in a larger exportation this year to the United States.

The prices, however, are not likely to be lower because of the increased exportation. The increased cost of freight and insurance, as well as the difficulties of exchange, have raised the prices. During the first half of 1913 the price for ground sumac, guaranteed pure, with twenty-eight per cent tannin, was $53.53 to $55.96 per ton c. i. f. New York, Boston or Philadelphia; for the latter half of the year the price was $58.40 to $65.70 per ton. The prices quoted for the first half of 1914 were $58.40 to $63.26. Leaf sumac, on account of additional cost of freight, was quoted $2.43 a ton higher. The prices at present are $64.47 to $65.70 for ground sumac, twenty-eight per cent tannin, c. i. f. American ports. It is believed that if the war should cease the increased demand, together with the scarcity of first-quality sumac, will bring prices still higher.

The United States is not wholly dependent upon foreign countries for its sumac supply. Virginia and other eastern states produce much of it, and the output might be greatly increased. It grows principally in old fields and waste places. It is used in tanning fine grades of leather.

Indiana Oak
GUARANTEED

Do you remember from experience in the old days, that peculiar satisfaction in working the rich, mellow softness and smoothness of *real* INDIANA OAK?

You are probably leary of that term now as you don't *know* the origin of the stock purported to grow in this state.

In fact that very misrepresentation is the strongest endorsement of INDIANA OAK as *the* oak.

You would like to again experience that satisfaction if you could know that the stock you are offered is *just what you used to get.*

Your customers would be pleased if their goods showed that quiet beauty and even color and figure that for all time has given to goods made from INDIANA OAK an Individuality.

You can *please them again.* How?

Simply by buying a parcel of almost anything in lumber or Southern Veneers from our yards. You can select from a full assortment.

And remember—We have built up our business by giving

Just a little better quality than you expect

Charles H. Barnaby
Greencastle, Indiana

HAVE YOU OTHER NEEDS FOR HIGH-GRADE SOUTHERN HARDWOODS? WE CAN FILL THEM.

The White Lake Lumber Co.
Peoples Gas Bldg., CHICAGO, ILL.

Northern and Southern Hardwoods
CAR STOCK

WHITE PINE **YELLOW PINE**

High Quality—Prompt Delivery

WE WANT TO MOVE AT ONCE

5 cars 1" 1st and 2nd Basswood
3 cars 1" No. 1 Common Basswood
3 cars 1" No. 3 Common Basswood
15 cars 1" Oak—all grades

Send us your inquiries

Rockcastle Lumber Co.
C. L. Ritter Lumber Co.

OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD

Anything in Hardwoods
Huntington West Virginia

SPECIAL PRICE FOR QUICK SALE:

No. 1 Com. Hickory:
8 cars 1½" to 4"

No. 1 Com. Poplar:
15 cars 5/8" to 4"

No. 1 Plain Oak:
20 cars 1" to 4"

No. 2 Plain Oak:
5 cars 1"

No. 1 Common Ash:
3 cars 2"
1 car 2½"

Goodlander-Robertson Lumber Company

MANUFACTURERS AND WHOLESALERS
HARDWOOD LUMBER

Yards and Office:
Kansas Avenue **Memphis, Tenn.**

MATHEWS STANDARD
Gravity Lumber Conveyer

Made all steel, ball bearing rollers, twelve foot sections; easily coupled together and assembled to form line of any required length, over which lumber, flooring, dimension stuff, etc., will travel on a four per cent grade. Adjustable jacks supplied to support conveyer line and secure proper grade. Light, strong and easily portable. Been in successful use for past ten years.

Prices quoted on receipt of information as to lengths and widths of materials, and total distance to be conveyed. Send rough sketch showing requirement. Ask for catalog.

SPEED — MATHEWS WAY — CARRIER COMPANY — SAVING — ECONOMY — MATHEWS GRAVITY

Main Office and Factory
ELLWOOD CITY, PENN.

Branch Factories:
TORONTO, ONTARIO
LONDON, ENGLAND

Hardwood News Notes

MISCELLANEOUS

Descher Gardner Company of New York City has increased its capital stock to $200,000.

The Buffalo Incubator Company of Buffalo, N. Y., has become an involuntary bankrupt.

The Port Alleghany Furniture Works of Port Alleghany, Pa., announce a change in ownership.

The Honey Island Land Company of Honey Island, Miss., has been incorporated with $750,000.

The Hanes Chair & Table Company has been incorporated at Mocksville, N. C., with $25,000.

The American Wood Products Company has been incorporated at Indianapolis, Ind., with $100,000.

Wm. Fogarty has been appointed receiver for the Weigel Show Case Company of Indianapolis, Ind.

The Faultless Incubator Company, Grove, Okla., has been incorporated with a capital stock of $15,000.

The Gibson Furniture Company, Mt. Forest, Ont., is reported to be in the market for woodworking machinery.

The Central Cabinet Manufacturing Company, Pittsburgh, Pa., was recently incorporated with $5,000 capital.

The Cleveland Seating Company of Cleveland, O., is reported to have increased its capital stock from $25,000 to $350,000.

J. J. Blake and A. C. Goode have been appointed receivers for the Southern Hardwood Lumber Company, Richmond, Va.

The Western Hardwood Mill Company of Highland Valley, Wash., will move its sawmill to Morton, Wash., and make some extention to it.

Damage of $100,000 was done by a blaze that destroyed the sash and door factory of Robert Neville, Jr., in the north end of Outrement, B. C.

The Lewis Hardwood Company, Ltd., Lewiston, N. S., has been incorporated with a capital stock of $50,000. This concern will manufacture lumber, etc.

The United Refrigerator & Ice Company of Kenosha, Wis., has become an involuntary bankrupt, J. D. Rowland and D. E. Callender having been appointed receivers.

Guyton & Phillips, of Orange, Tex., was recently organized by J. D. Guyton and C. E. Phillips to build a plant for the manufacture of hardwood lumber. They have purchased sawmill equipment.

The Windlass Wagon Brake Company of Greensboro, N. C., is the style of a recently incorporated concern with $100,000 capital stock. This concern will manufacture Windlass brake attachments for wagons and vehicles.

CHICAGO

James F. McSweyn, president and manager of the Memphis Band Mill Company, Memphis, Tenn., was in Chicago on business about a week ago.

Frank F. Fee, president of the Fee-Crayton Hardwood Lumber Company, Dermott, Ark., has been spending some little time in Chicago on business of late.

H. P. James, general manager of the Milwaukee Basket Company, South Milwaukee, Wis., was in Chicago on Monday on his way to the basket association meeting at Memphis.

L. D. Galloway of the Galloway Pease Company, Saginaw, Mich., and Poplar Bluff, Mo., spent some time in Chicago a week ago in conference with M. L. Pease of the same company, who has been spending considerable time in and around Chicago.

M. H. Eichberg of the National Timber Company, Mobile, Ala., has been in Chicago a few days on business.

E. E. Taenzer of the E. E. Taenzer Lumber Company, Memphis, Tenn., made a business trip in the North, and spent a few days in Chicago recently.

H. W. Baker, Jr., of the Baker-Matthews Manufacturing Company, Sikeston, Mo., made a northern business trip last week, and put in a few days in Chicago.

J. H. Faust of the J. H. Faust & Co., Paducah, Ky., spent the past week or so in Chicago visiting the trade.

HARDWOOD RECORD is in receipt of bulletin No. 168 issued by the Hardwood Manufacturers' Association of the United States. The bulletin contains a more amplified announcement of the coming meeting of that organization, which will be held at the Hotel Sinton, January 28-29. This will be the thirteenth annual convention and great plans are being made for a successful and instructive meeting. Special invitations will go out to nonmembers and the secretary requests all members to send in the names of friends who are not members in order that he may send them a personal invitation by letter. It is anticipated that there will be a big attendance of consumers, and members are requested to invite their customers.

The Schultz & Cowan Company of Chicago is reported to have gone out of business recently. W. W. & A. J. Schultz have started a wholesale lumber and pole business on their own account.

The Stewart Wood Finish Company, of Chicago, was recently incorporated with a capital stock of $30,000.

BUFFALO

The burning of 3,610,000 feet of lumber in the yards of Brady Brothers, North Tonawanda, in an incendiary fire late last month, put lumbermen there on guard against any recurrence of such an event and startled everybody connected with the trade in this section. The lumber dealers got together and decided to offer a reward of $500 to the person or persons furnishing information which would lead to arrest and conviction of the incendiary. Other individual rewards bring the total amount offered up to $1,100.

The H. T. Kerr Lumber Company has been organized, with $5,000 capital. H. T. and A. P. Kerr and D. F. Paddock are the directors. The company will look after the cutting and sale of Michigan hardwoods. H. T. Kerr has been in the hardwood trade here for some years and will continue his Pennsylvania hardwood business as before.

The A. J. Chestnut Lumber Company is finding the hardwood trade dull, but there is a fair demand for the hardwood flooring output of beech, birch and maple at its New Hampshire mills.

Miss Evelyn T. Jackson, daughter of Willis K. Jackson of the hardwood firm of Jackson & Tindle, was married at the family home on October 28 to John M. Prophet, Jr., who is connected with the canning firm of Winters & Prophet, Mt. Morris, N. Y.

T. Sullivan & Co. have another cargo of brown ash coming in shortly, this being a wood which is a specialty at the yard. Elm is also being received and orders for it show increase.

The Standard Hardwood Lumber Company has been getting in some stocks of oak and ash from the Cumberland river district during the past month. Trade is called quiet in the different hardwoods.

The Yeager Lumber Company reports increased business developing in cypress during the past month, most of it being used by tank builders. Some elm is also moving.

Miller, Sturm & Miller have been getting in stocks of oak lately. This wood continues to be most in demand among hardwoods, although sales are also being made in maple, basswood and hickory.

M. M. Wall, who is president of the Buffalo Automobile Club, is now busy arranging the details for the motor show which the club will hold at the Broadway Auditorium in January. The exhibition will be the largest the club has yet held and will cover most all kinds of motor conveyances for navigating land, air and water.

PHILADELPHIA

The Honaker Lumber Company, Honaker, Va., which is controlled by Schofield Brothers, Philadelphia, was visited by fire on October 17. Frank E. Schofield was on a visit to the plant at the time. Fire broke out at midnight and destroyed the entire plant. The recent heavy rains and the hard work of the bucket brigade saved all the lumber in the yard, which will enable orders to be filled without a hitch. Although no figures could be obtained as to the actual loss, it is learned that the mill was fully insured.

Charles Atherton & Co. have moved from the Bulletin building to 1018 Commercial Trust building.

The Barker-Bond Lumber Company has moved from the Burd building to 613 Commercial Trust building.

William B. Lance of Reading, Pa., formerly with William Schuette & Co., New York, has associated himself as salesman with Charles M. Betts & Co., this city. He will make his headquarters in his home town and look after the coal region and northern New Jersey.

The Fite & Arbelo Company, R. Samuel & Co. and Foreman-Blader Lumber Company filed a petition to have the Carolina Lumber Company of this city adjudged an involuntary bankrupt.

The Garbout Lumber Company obtained a charter under Delaware laws, October 29. It is capitalized at $1,000,000, its object being to acquire timber and woodlands. The incorporators are from Wilmington, Del.

PITTSBURGH

The Pittsburgh Industrial Development Commission has located another industry on the Northside. This will be a big addition to the plant of the Diamond Forging & Manufacturing Company and will employ 300 men. The Commission has located 30 industries for Pittsburgh during the past three years and is now sending J. Rogers Flannery to London to work up English business for its Foreign Trade Commission.

The Kendall Lumber Company is running all its mills and is doing a pretty steady business. President J. L. Kendall and Sales Manager G. M. Chambers were east on a business trip last week.

J. H. Henderson, a well-known hardwood wholesaler, formerly in business in this city and now a member of Henderson Brothers at Clarksburg, W. Va., called on his Pittsburgh business friends a few days ago.

The West Fork Boom and Lumber Company, which has considerable business in this city, has been re-organized with R. B. Newman, president; E. E. Cockrell, vice-president, and George A. Ecker, secretary-treasurer.

Peytona Lumber Company
Huntington West Va.

—*MANUFACTURERS*—

PLAIN SAWN
RED AND WHITE OAK
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

BAND MILLS:
Huntington, W. Va. Accoville, W. Va.

¶ Fitzgibbons & Krebs Patent Elevated Traveling Derrick propels itself on 28-ft. gauge track.

¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

JAMES & ABBOT COMPANY
Lumber and Timber
No. 165 Milk St., BOSTON, MASS.

The Ferd. Brenner Lumber Co., Alexandria, Louisiana

Manufacturers of High Grade Hardwoods DAILY CAPACITY 125000 FEET

Kentucky Lumber Company
MANUFACTURERS
POPLAR, PLAIN AND QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK
ROUGH AND DRESSED
MILLS AT
Burnside, Ky. Williamsburg, Ky.
Sulligent, Ala.
SALES OFFICE
606 Security Trust Bldg.
LEXINGTON, KY.

CINCINNATI
Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

RIEMEIER LUMBER CO.
OAK, POPLAR, CHESTNUT
SUMMERS AND GEST STREETS

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

JAMES KENNEDY & CO., Ltd.
OAK, POPLAR AND OTHER HARDWOODS
FIRST NATIONAL BANK BUILDING

The company has a big boom at the mouth of Steer Creek near Creston, W. Va.

William Seaman, who has been in the hardwood lumber business in Leetsdale, Pa., for many years, has sold out his yards there to Joseph Duitch of Farmington, W. Va., who will take charge at once. Mr. Seaman, although seventy-nine years of age, has been a very active figure in Tri-State lumber business in recent years.

The Allegheny Lumber Company reports business slow but steady, the main difficulty being in low prices. Manufacturers are buying only in small quantities, this company reports.

The West Virginia Lumber Company is running its mill full in northern Pennsylvania and is manufacturing a good number of coal barges for the trade. One consignment of these will be distributed this week from Pittsburgh harbors.

J. N. Woollett, president of the Aberdeen Lumber Company, made a trip through the Middle West lately. He found manufacturers buying much less hardwood than formerly and trying to get low prices. Mr. Woollett says that shipments of gum and cottonwood are fully forty per cent less than at this time last year.

The Breitwieser Lumber Company is getting considerable hardwood business by steady and hard plugging. Manager A. G. Breitwieser of this company believes that business will recover volume rapidly from now on and looks for good times after the first of the year.

The Pittsburgh Lumbermen's Club, which is one of the most up-to-date and aggressive organizations of lumbermen in the East, entertained the members of the Pittsburgh Wholesale Lumber Dealers' Association at a banquet in the Fort Pitt hotel, Tuesday, November 3. The chief entertainer was Attorney J. A. Wakefield of this city, known to all Pittsburgh as a past master in oratory, wit and humor. The subject of his ninety-minute talk was "Personal Experiences in the European War," and was both most entertaining and instructive. Splendid music was furnished and the tables were covered with all sorts of Hallowe'en decorations and presents. President C. E. Breitwieser of the Lumbermen's Club was at his best and Edward Eiler in the absence of President O. H. Babcock of the wholesalers made a fitting response.

BOSTON

Geo. F. Welch, who has operated a large lumber business at Scituate, Mass., has incorporated the firm of Geo. F. Welch Lumber Company with capital authorized at $125,000. Mr. Welch is president and the treasurer is H. J. Wells, who has sold his interest in the L. T. Robbins Lumber Company of Plymouth, Mass., which has been incorporated as the Atwood-Robbins Lumber Company with capital of $40,000.

The Newton Lumber Company has been organized at Newton, Mass., with authorized capital of $20,000, E. F. Trudo being president and Horace M. Bickford, Jr., treasurer.

The Essex County Lumber Company has been organized under Massachusetts laws, with the old time lumberman, Geo. H. Swazey, as president.

The Indian Lake Lumber Company has been incorporated under Maine laws at the town of Westbrook in that state. Karl D. Scates is president and treasurer.

A notable event among the hardwood lumbermen of Boston was the seventy-fifth birthday reception to Hon. John M. Woods, head of J. M. Woods & Co. This occasion was fittingly celebrated at the Exchange Club and was participated in by many prominent lumbermen, city and state officials, military and fraternal delegates as well as many others among his host of friends.

BALTIMORE

Fire which recently broke out in the lumber yard of Harry L. Coffman & Co., at Hagerstown, Md., destroyed a lot of lumber and some sheds, the loss amounting to several thousand dollars, partly covered by insurance.

Mann & Parker, Inc., wholesale hardwoods, have moved their offices from the Continental building to the new yard established on President street, near Aliceanna street. The yard runs through to East Falls avenue, and an office structure has been erected on the place. The firm will keep on hand a comprehensive assortment of lumber, and will be in a position to make shipment direct by rail and water.

J. M. D. Heald of Price & Heald, Knickerbocker building, who recently underwent an operation, is reported to be making rapid progress toward recovery, and there is every prospect that he will be fully restored to health.

James Findlay, for many years a member of Steffey & Findlay, Inc., lumber dealers with headquarters at Williamsport, Md., and a branch office at Hagerstown, Md., died November 2 of heart trouble. He was seventy-seven years old, and after graduating from Princeton in 1858 he returned to his native county where he engaged in various business enterprises. He leaves two daughters.

A forest fire which broke out on October 31 on South mountain, Washington county, Md., spread over 1,000 acres of timber, mostly hardwoods. A fire has also been raging on North mountain, near Clearspring.

Fire broke out on the night of October 24 on the third floor of 940 Linden avenue, occupied by Rhein Brothers, makers of carriages and wagons, causing a loss of not less than $20,000. It is thought the loss will be covered by insurance.

The assets of D. Wilfson & Sons, furniture manufacturers at Howard and Stockholm streets, Baltimore, were sold at receivers' sale on October 29, the continued illness of the senior member of the firm having made a winding up of the business desirable.

S. V. Petersen, representing the well-known firm of Laur. O. Petersen of Copenhagen, Denmark, stopped in Baltimore last week on his way to New Orleans, where he went to look after various matters connected with his firm's affairs.

COLUMBUS

According to the report of the Columbus building department for the month of October, there were 201 permits issued, having a valuation of $649,220 during the month as compared with 271 permits and a valuation of $590,005 during October, 1913. For the first ten months of the year the department issued 2,409 permits, having a valuation of $5,502,480, as compared with 2,340 permits and a valuation of $4,677,088 during the corresponding period in 1913.

Papers have been filed with the secretary of state reducing the capital stock of the Dewey Stave Company of Toledo from $300,000 to $30,000.

Papers have been filed changing the headquarters of the Edwards Lumber Company of Cincinnati to Dayton, Ohio.

At Toledo, Ohio, the Gotshall Manufacturing Company has purchased a site of seventeen acres on Derr street; upon it will erect a plant for the manufacture of lumber and building equipment.

The Creston Bending and Ladder Company of Creston, Ohio, has been incorporated with a capital of $50,000 to manufacture wooden articles by Albert Bihn, E. M. Veil, L. A. M. Pejeau, M. B. Campbell and W. E. Patterson.

The Standard Post and Tie Company of Toledo has been incorporated with a capital of $10,000 to deal in forest products by F. E. Gibbs, Dean Higgins, V. W. Brinkerhoff, V. N. Robinson and Marie Bacher.

Suit has been filed by E. L. Edwards for a receiver for the Edwards Lumber Company of Dayton, Ohio. The court appointed Edward A. Deam receiver, who gave bond in the sum of $10,000. The European war is given as the reason for the receivership.

The C. W. Benjamin Company of Sidney, Ohio, has been incorporated with a capital of $5,000 to deal in timber products by C. W. Benjamin, L. W. Crandall, A. J. Hess, H. K. Hess and E. L. Greene.

The Ritchie-Wertz Company of Dayton, Ohio, has been incorporated with a capital of $25,000 to deal in timber products by C. B. Wertz, J. E. Ritchie, W. J. Foleman, Carry Wertz and Josephine Ritchie.

The construction of a bridge across the Ohio river at Sciotoville, about eight miles east of Portsmouth, Ohio, has been started by the Chesapeake & Ohio Northern Railroad Company, which will build a new railroad line connecting Columbus and Portsmouth.

R. W. Horton, sales manager for the central division for the W. M. Ritter Lumber Company, reports a fairly good demand for hardwoods when present business conditions are considered. He says buying is about equally divided between factories and retailers and neither are inclined to increase their stocks. Prices are fairly well maintained although some cutting is being done to move stocks where they have accumulated.

J. A. Ford of the Imperial Lumber Company reports a better demand for hardwoods, with prices showing more strength.

INDIANAPOLIS

W. M. Fogarty has been appointed receiver for the Weigel Showcase Company, the oldest concern of its kind in the state.

Building operations in the city during October aggregated $337,689 as compared with $573,048 in October, 1913.

Fire recently destroyed the mill of the Spencer-Barley Lumber Company at Marion. The loss was about $10,000, principally to machinery, and was partially covered by insurance.

A contract for a new plant 200x50 feet has been awarded by the Shelbyville Wardrobe Company, Shelbyville, to replace the plant destroyed by fire last summer.

The mill at Huntingburg of J. V. Stimson has reduced its running time from twenty hours to ten hours a day, but no further curtailment is expected at this time.

James G. Young, one of the best-known lumbermen in southeastern Indiana, died at his home in Lawrenceburg a few days ago. He was sixty-four years old.

T. N. Boicourt, president of the Beech Grove Lumber Company, has organized business men of Beech Grove into the Beech Grove Boosters' Club.

MEMPHIS

The plant of the American Car and Foundry Company at Binghampton, a suburb of Memphis, has resumed operations recently. This action was taken by reason of an order from the New Orleans & Northeastern Railroad. C. A. Price, district manager, says that the forces employed will be gradually increased until the daily output is up to ten cars. He is of the opinion that still other orders for cars will be received in the near future and is hopeful that it will be possible to keep this plant in steady operation. This is the first car building undertaken by that plant since the latter was seriously damaged by fire several months ago.

Dispatches received here from Paducah, Ky., indicate that the shops of the Illinois Central at that point are running on full time with a

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REPORTS INCLUDED
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OAK, ASH and CYPRESS
18 to 30 feet Sawed to Order
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Manufacturers Southern Hardwoods
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Memphis Tennessee

complete quota of men, 1,000. Some time ago, the Illinois Central found it necessary to lay off a part of its forces at that point, and there is much gratification over the fact that there has been a full reinstatement of all of the men. It is understood that the shops are engaged more actively in repair work than in the making of new cars.

One of the most unique orders which has been received here in recent years is that for 10,000 canes booked by the Kelsey Wheel Company of this city. These canes are to be manufactured from hickory and all are to have the usual crook. Some of them will be manufactured perfectly smooth, while others will be made with the bark on them. This order came from a firm at Detroit, Mich. The material for the manufacture of these canes will be secured largely from Arkansas, the tops of trees and limbs being used largely. This company is engaged principally in the manufacture of wheels and this order is directly in line with its output, especially since it will enable the company to utilize practically the entire tree, the body for wheels and the limbs for canes.

The Building Material Men's Club has recently filed application for a charter here with W. W. Fischer, P. A. Gates, L. J. Myers, R. E. Montgomery and others as the incorporators. Some time ago a number of those engaged in the handling of building material perfected plans for a permanent exhibit of the various products manufactured or offered for sale here, and the taking out of this charter is a further step in that direction. It is hoped by means of this permanent exhibit to materially increase the consumption of Memphis made material in the construction of buildings.

The Arkansas Veneer Company, at Helena, Ark., has given notice of an increase in its capital stock from $40,000 to $71,000. August C. Beck is president and W. E. Cannon is secretary. This is one of the few firms in the southern hardwood territory which has increased its capital stock since the disturbance growing out of the European war.

Announcement has been made that the creditors of the Mississippi Manufacturing Company, Crystal Springs, Miss., have effected plans whereby the plant of this company will be continued in operation. It is equipped for the manufacture of boxes and crates for use in handling vegetables.

The Jennings-Wilson Furniture Company, which has just completed its first year here, has changed its name to the Jennings-Starke Furniture Company. This change of name results from the withdrawal of S. Y. Wilson, former president of the company, who has retired therefrom to take an active interest in the Tri-State Furniture Company. A. E. Jennings has been elected president, Lewis N. Starke has been made vice-president and general manager, and Z. E. Jennings is secretary and treasurer. This is one of the largest wholesale and retail furniture firms in this territory.

The Harris-Brown Table Company, which operates plants at Denver, Col., and Portland, Ore., has purchased the site and plant of the Tallahatchie Furniture Manufacturing Company at Greenwood, Miss. No announcement has been made by the purchasing firm as to whether it will operate the newly acquired plant.

The Memphis Veneer & Lumber Company has recently purchased the entire cargo of one of the vessels arriving from British Honduras, consisting of 3,000 mahogany logs and 152 cedar logs. This company operates a big veneer plant at Memphis and during the past twelve or eighteen months has been engaged in the manufacture of mahogany veneers on a rather large scale.

H. D. Kitchenell, J. J. Green and Oscar Fuller of Greenwood, Miss., have taken out a charter for the Honey Island Land Company. It is capitalized at $750,000. Although the name suggests that this company has been formed for the purpose of engaging in agricultural pursuits, it is known that it will devote its time almost exclusively to the lumber industry.

E. T. Bennett has sold his interest in the Bennett Hardwood Lumber Company to J. N. Penrod, of Kansas City, and the Abbott Estate, the negotiations having been completed within the past few days. The trade included the plant, the site and all the stock of lumber belonging to the company. Mr. Bennett announces that he will lease the plant and that he will begin operations November 10. He intends for the present to cut from about 700,000 to 800,000 feet of lumber. The lease will not be for any definite period and is made subject to sale of the plant and site by the new owners.

NASHVILLE

Nashville had a splendid building record the past two months. Permits were issued during October for improvements to cost $82,569.40, compared with $73,469.75 for the same month last year. During September permits amounted to an increase of over 50 per cent over last year. This is a remarkable record considering the general business conditions brought about by war. This immediate territory is perhaps about as small a sufferer because of the war as any section of the country. Only a small amount of cotton is produced in middle Tennessee, and but for the uneasiness caused by the war there would be little to cause any depression here.

The Hermitage Spoke Company with authorized capital stock of $30,000, has been incorporated, with headquarters in Nashville. I. F. McLean, A. B. McCarthy, Lewis D. Johnson, W. B. Leech and Henry C. Leech are incorporators.

The Nashville Lumbermen's Club has withdrawn the complaint against the Louisville & Nashville as to local rates in Tennessee. The case against the Tennessee Central Railroad will be prosecuted on account of the discrimination as to grades of lumber amounting to about 2 cents per 100 pounds. It is insisted that this differential is unjust, and that there are many difficulties in the way of fair enforcement of the same.

LOUISVILLE

H. A. McCowen, president of the Ohio River Sawmill Company of Louisville has moved his home to this city from Salem, Ind., where he is president of H. A. McCowen & Co. Mr. McCowen has taken a home on beautiful Eastern Parkway, overlooking Cherokee Park, and is likely to be seen following the little white ball around the Cherokee golf course. Mr. McCowen is one of the leading walnut men of the country, and reports a brisk demand for this wood, both from the furniture and the interior finish trade. He also believes that there will be some big business in thick stock on account of the requirements in Europe for walnut for gunstock purposes.

C. W. Johnson, trustee in bankruptcy for the Consumers' Lumber Company of Louisville, which was recently petitioned into bankruptcy by the Norman Lumber Company and the Edward L. Davis Lumber Company, is winding up the affairs of the concern. The office furniture was sold at auction last week.

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WE OFFER THE FOLLOWING
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Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
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St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
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Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

The H. E. Heimberger Lumber & Veneer Company of New Albany, Ind., is arranging a compromise with its creditors on a basis of twenty-five per cent. It is understood that this will be accepted by the claimants, most of the leading creditors having already agreed to it. Adam Heimberger, father of Harry Heimberger, who runs the business, died a few months ago.

Edward Duckwall of the Indiana Veneer & Panel Company of New Albany, Ind., died at his home at Salem, Ind., November 2 at the age of forty-six. His death was due to nervous prostration, and followed an illness of several weeks. In addition to being prominent in the panel business, he was also a well-known furniture manufacturer, being an officer of the Stout Furniture Company and the Stout-Mehorney-Duckwall Company, both of Salem. The latter company makes the cases for one of the leading talking machine companies, and was one of the first to introduce American walnut in recent years. Mr. Duckwall was well known to lumbermen throughout this part of the country. He is survived by his wife and three children.

State Forester J. E. Barton will open a second tree nursery at Frankfort, the state capital, this fall. He is preparing twelve seedbeds, 4x24 feet in dimensions, on the farm of the Kentucky Normal and Industrial Institution. Walnut, hickory and several varieties of oaks will be planted. The nursery will have an initial capacity of 100,000. Albert Martin has been put in charge of the Frankfort nursery. The Louisville nursery is to be enlarged this fall, and it is expected that next spring 1,000 young trees, particularly black locust, will be ready for distribution from that plant.

The state forestry department is also busy in connection with its protection work, and is extending the service to western Kentucky, as well as the mountain section in the eastern part of the state, which is the more heavily timbered. Wardens are on the lookout, and local associations are doing good work both in fighting fires and maintaining patrols of the forests. Sentiment against careless exposure of woodland to the danger of fires is also being created. The first forest fire of the season occurred on the Harris branch of the Clover fork of the Cumberland river, in Harlan county. It was put out after burning over about fifty acres of timber.

Bronston S. Kenney of the well-known family of Frankfort, Ky., which has long been prominent in the lumber manufacturing business, was recently married at Shelbyville, Ky., to Miss Mary McCormack. The couple left for Asheville, N. C., on their wedding journey, and will live in Frankfort.

A number of lumber manufacturers who have not closed their mills completely are authority for the statement that they are operating at less than half capacity. Considering this fact in connection with the large number of plants that are absolutely down, it is evident that production has been greatly reduced, and that the market is technically much stronger than it has been. A slight reduction in the present available stocks will mean that many items will become scarce, and that prices will have to be advanced accordingly.

The Salt Lick, Ky., Lumber Company has been incorporated with a capital stock of $100,000. Those signing the articles are E. H. Swindell, W. H. Jacob and T. B. Stagg.

A recent boiler explosion near Morehead, Ky., which destroyed the mill of M. T. Dillon, caused the death of several men, including Everett Patton and John Sublett, while Mr. Dillon himself is in a dangerous condition. A bill will be introduced in the next Kentucky legislature, the correspondent of HARDWOOD RECORD is informed, requiring the inspection of all power plants and the licensing, after examination, of engineers. It is believed that this will prevent many of the explosions, usually accompanied with fatalities, such as have been happening frequently in this state, and particularly at small country mills.

ARKANSAS

The Little Rock Lumber and Manufacturing Company of Little Rock, Ark., which was recently incorporated under the laws of the state of Michigan, with a capital stock of $100,000, is erecting a new band mill in the Factoria Addition to Little Rock, which will have a daily capacity of 45,000 feet. The company expects to have the mill in operation by December 1. This company will specialize in plain and quarter-sawed oak. It has temporary offices in the Southern Trust building, Little Rock, in charge of D. S. Watrous, secretary-treasurer and general manager of the company. J. L. Retting of Grand Rapids, Mich., is president of the corporation.

The Arkansas Veneer Company of Helena recently filed notice with the secretary of state of Arkansas stating that it had increased its capital stock from $40,000 to $75,000. A. C. Beck is president of the company and W. E. Cannon is vice-president.

The Fullerton-Powell Hardwood Lumber Company of Missouri has filed copy of its charter with the secretary of state of Arkansas and been granted permission to do business in this state. R. E. Farrell of Little Rock is named as its state agent.

T. M. Barton will manage the new stave mill which is being erected at Perry, Ark., by the Thoits-Barton Company. Mr. Barton expects to have the mill completed and ready to run within a few days. The mill will employ thirty men, and will have a daily capacity of 5,000 barrels. It will run nine hours per day, and will have a weekly pay roll of $800.00.

H. S. Mabry of Mountain View, Ark., has recently been appointed state

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The A. H. Andrews Co.
115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

manager for the Chess & Wymond Stave Company of Louisville, Ky. Mountain View will be the headquarters for the company in Arkansas. The Chess & Wymond company owns about 50,000,000 feet of white oak timber in Arkansas, located principally in the northwestern part of the state. The company owns and operates eight mills and a finishing plant in Arkansas. Five of the mills are located in the Ozark mountains, in Stone, Baxter and Searcy counties. Three of the mills are located in the Boston mountains in Newton county. The finishing plant is located at Kensett, Ark., about fifty miles north of Little Rock on the Iron Mountain railroad. The company is preparing to double the capacity of the finishing plant, with a view to finishing up the staves before shipping them to Louisville.

H. G. Hergott, secretary, and W. R. Foley, general manager, of the Pekin Cooperage Company of Pekin, Ill., have recently visited the company's plants in Arkansas and made examinations into the company's holdings and affairs. The company owns and controls a vast amount of hardwood timber in the state, and has a large number of stave mills and cooperage plants. Under the existing conditions, Mr. Hergott and Mr. Foley appeared fairly well pleased with the company's affairs in Arkansas.

R. C. Huey, who for the past several years has served as assistant supervisor of the Ozark National Forest in this state, has been transferred to the Arkansas National Forest, also in this state, where he will hold a similar position. Mr. Huey has been employed in the Ozark forest since it was set apart by Congress in 1908.

The business men of Shirley, Ark., have organized themselves into a Business Men's Club which will have as one of its chief objects the getting of hardwood plants to locate at that place by offering special inducements to the owners.

WISCONSIN

The Heineman Lumber Company of Merrill has completed the survey for about five miles of logging road in Lincoln county, which will tap a portion of the twenty-year run of timber which the company holds. Announcement has been made that the Heineman mill will operate full blast this season.

The Crocker Chair Company of Sheboygan has announced that it will make its normal cut of logs this winter. The company now has a large crew of men at work on its timber near Elton in Langlade county.

Harry E. Sievwright, formerly of Stevens Point, has organized the Sievwright Lumber Company in that city with headquarters at 1102 Ellis street. Hardwood, hemlock, pine and a general line of lumber products will be handled.

Much of the valuable timber near Crandon, owned by the Holt Lumber Company and the Oconto Company will be opened up by the building of the Kingston-Crandon line by the Chicago & Northwestern. The company has awarded a contract to the Cleary, White & Duffy Company for laying the line and work will start at once. It is expected that five miles will be laid this fall. The timber to be made more accessible will be sawed at Oconto.

The Albrecht Company of Kewaunee is erecting a large storage shed and warehouse near its planing mill. The structure will be 50x100 feet in dimensions.

The plant of the Glidden Manufacturing Company at Glidden was completely destroyed by fire recently. The loss is estimated at $30,000, partly covered by insurance of $15,000. It is not known whether or not the plant will be rebuilt.

Mrs. Valeria Adams Knapp, widow of John H. Knapp, one of the founders of Knapp, Stout & Company, one of the pioneer lumber concerns of Menomonie, Wis., died on October 25 at the age of eighty-four years.

Hon. George C. Jones, pioneer lumber land and mine owner with properties in Wisconsin, Michigan and Oregon, dropped dead at his home in Appleton on October 22 at the age of eighty-five years.

Superintendent Nicholson and a crew of about fifty men are estimating the timber on the Menominee Indian reservation at Shawano. It is expected that the work will require about six months' time. The government some time ago set aside $10,000 for the work.

The city authorities at Marshfield are endeavoring to secure the location of the proposed new plant of the Rib Lake Lumber Company, whose mill at Rib Lake was destroyed by fire several months ago. It is understood that the old Upham sawmill at Marshfield would be utilized.

The F. W. Buswell Lumber Company of Wausau is preparing to dissolve, and the business is now being liquidated by F. W. Buswell who is about to retire. Mr. Buswell has been engaged in the lumber business for thirty three years, thirteen of which he served as president of the Buswell concern.

The Merchants' & Manufacturers' Association of Milwaukee has received copies of the orders from Greece for more than 40,000 cubic feet of fir logs that have been forwarded through the American consul at Athens and distributed by the Department of Commerce at Washington. Elm staves for raisin and currant barrels, for which there is a great demand throughout southeastern Europe, also are sought in Wisconsin.

During the twenty-eight months of experience up to January 1, 1914, under the Wisconsin workmen's compensation law, a total of $396,354.73 has been paid to working men of Wisconsin or their dependents. This sum represents the amount paid in 6,894 cases, most of which were settled amicably between employers and employes without the aid

of lawyers. The lumber interests of Wisconsin have to a large extent gone in under the compensation law.

A. E. Solie, Wausau, manager of the Central Wisconsin Traffic Bureau, is preparing a formal protest against the advance in rates on lumber shipments, recently put into effect by several of the railroads. The increased tariff applies from all Wisconsin and Minnesota points to points in Indiana, Ohio, New York, Michigan, Pennsylvania and West Virginia and is scheduled to take effect on November 16.

DETROIT

Fire destroyed a two-story building in one of the yards of the Grand Rapids Lumber Company at Grand Rapids, causing a loss of $12,000. Piled in the warehouse were 200 bundles of shingles and about 10,000 feet of lumber. The loss is covered by insurance.

The Loud Lumber Company at Charles reports business good toward the close of navigation. In addition to hemlock the company is shipping beech and maple. The steamer M. Sicken recently delivered a full cargo of beech and maple at Detroit. The Loud Company has received two miles of rails which will be used in immediate extension of its logging branch into new tracts of timber.

C. A. Grinnell of Grinnell Bros, operating piano factories at Detroit and Holly, Mich., and at Windsor, Ont., in discussing business says, "Conditions are shaping up so that we will be forced into the wholesale field whether we want to go or not. The demand for our products will not allow us to abandon our Detroit plant as we anticipated after starting the factory at Holly. We will have to enlarge the factory at Holly."

It is announced that the sawmill of the Eddy Lumber Company at Lake Linden will suspend operations about November 15. Two large logging camps have been opened.

The Wilmot Chair & Seating Company is the name of a new industry started at Detroit by John F. and William H. Wilmot.

The John D. Raab Chair Company's plant at Grand Rapids has resumed operation on a 10-hour-a-day basis and is now operating with a full force of employes. Officials of the company announce that there are orders on hand to warrant such operation.

Fayette S. Cable, president of the Cable-Nelson Piano Company, personally denies a report, given much publicity, to the effect that the company's plant at South Haven will suspend operations. The company will curtail temporarily but only in the departments making cases. The move is necessary to allow other departments to catch up on the work. Mr. Cable further says that orders are coming in well, considering general conditions. The usual dropping off of business at the holiday season is expected, but the present outlook does not forecast any marked slackening of operations as compared with the same season in previous years.

A jury in the United States district court at Bay City held the Saginaw Wood Products Company of Gaylord, Mich., solvent in answer to petitions of creditors that the firm be declared bankrupt. Investigations by a receiver appointed by the court disclosed the fact that the company is behind on orders and has a good business in the manufacture of hardwood specialties. The company's assets are about $125,000 and liabilities are comparatively small. Momentary inability to realize on collections was responsible for the company's embarrassment. A receiver has been appointed to conduct the affairs of the company until creditors are paid. The firm employs about 125 men and is operating its plant steadily.

The E. H. Stafford Manufacturing Company's mill at Sand Bay, near Cheboygan, which has been idle for several months, will resume operations.

The Auto Body Company is erecting a mammoth addition to its plant at Lansing. Woodworking machinery will be installed as soon as it is completed. The company has had a remarkable growth since its formation a little over a decade ago and has several times enlarged its plant. It is now one of the big industries at Lansing.

The D. A. Stratton Company's handle factory at Atlantic Mine, Mich., is operating at capacity and does not seem to be affected by adverse conditions. The company has men in the woods and is shipping regularly from its factory.

The manufacture of chairs will be started in a small way by the newly formed Vanderbilt Chair Company, at Vanderbilt. Practical chair men are interested in the venture.

The North American Construction Company of Bay City has closed a deal with the British government for 600 ready-cut houses to be 20x60 feet to be used in housing Belgium refugees. The order will take about 7,000,000 feet of lumber and is a rush job. In addition to other plants throughout the country the company is preparing one at Bay City. Much lumber is being bought in northern Michigan, several cargoes having already arrived at Bay City for the company.

The Michigan Truck & Lumber Company at Holly reports business good. The company's plant is operating overtime, to keep up with a contract with a Detroit automobile company.

In the present season extensive additions and improvements have been made at the various Grand Rapids furniture factories that do not indicate a pessimistic view of the future. The Wilmarth Show Case Company has doubled the capacity of its plant, while the Grand Rapids Chair Company, the John D. Raab Chair Company and the Sligh Furniture Company have made extensive additions to their plants. Previous to improvements made this year, the Grand Rapids Refrigerator Company

WISCONSIN

3 Cars 1″ No. 3 Soft Elm

5 Cars 1½″ No. 3 Soft Elm

2 Cars 1″ 1s and 2s Birch

3 Cars 2″ 1s and 2s Hard Maple

10 Cars 5/4″ No. 2 Common and Better Birch

Gill-Dawley Lumber Co.
Wausau, Wis.

BAND SAWED WISCONSIN HARDWOODS
Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4	No. 3 common	70M 4/4	No. 1 com. & bet. plain
30M 1x4	No. 2 and 3 common	100M 4/4	No. 1 com. & bet. red
15M 5/4	No. 1 com. and better	5M 5/4	1st and 2nd red
25M 5/4	No. 1 common	10M 5/4	No. 1 common red
10M 5/4	No. 2 common	6M 5/4	No. 1 common plain
20M 5/4	No. 3 common	3M 6/4	1st and 2nd plain
13M 6/4	1st and 2nd	13M 6/4	1st and 2nd red
15M 6/4	No. 1 common	4M 8/4	1st and 2nd plain
15M 6/4	No. 3 common	6M 8/4	1st and 2nd red

WHITE OAK		ROCK ELM	
10M 8/4	No. 1 and No. 2 com.	50M 8/4	No. 2 com. and better

HARD MAPLE
40M 8/4 No. 2 common and better

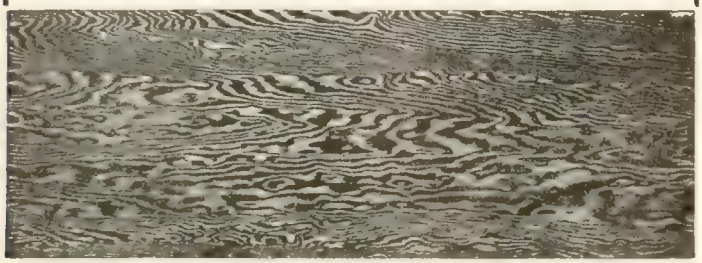
Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.
High Grade
Northern and Southern
Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

THE GLUE THAT IS APPLIED COLD



In Flush Veneered Doors

The chief consideration is uniformly high-grade glue. Manufacturers of this modern type of door realize that its development has been retarded because the unavoidable lack of uniformity in other types of glue makes it impossible to know how long a door will stay in condition. The

Use

Of vegetable glue insures **absolute uniformity** because of the very nature of preparing it and because every pound of our raw material is rigidly inspected.

Vegetable Glue

Is also a rigid and permanent adherent; will not blister in sanding; has no disagreeable odor; will not deteriorate in standing—for a week if necessary; and can be applied cold without any heating application of any kind in the glue room. In addition, the average saving over former glue bills has been twenty per cent where vegetable glue is used.

A DOOR MAKER SAYS:

Tacoma, Washington, U. S. A., Sept. 29, 1913.
File B.

Perkins Glue Company,
South Bend, Indiana.

Gentlemen: The convenience and economy of the use of Perkins vegetable glue, its uniformity and the satisfactory results we have obtained, together with the courtesy we have been uniformly shown by the officers and representatives of the company, prompt us to express in this way our appreciation of the Perkins Glue Company and its products.

Yours very truly,
THE WHEELER, OSGOOD COMPANY,
EHC:S *E. H. Clarke, Treasurer.*

Perkins Glue Company
Originators and Patentees
805 J. M. S. Building, South Bend, Indiana

THE GLUE THAT RUNS ABSOLUTELY UNIFORM

enjoyed the distinction of having the largest plant of its kind in the world. The plant of the Powers & Walker Casket Company was practically doubled.

The Hardwood Market

CHICAGO

A slight tendency toward favorable development has been seen in Chicago during the last couple of weeks, although there is really nothing that can give definite assurance of real activity in the opening up of business in the near future. There seems to be, however, a pretty general feeling that following the first of the year the situation will show a slightly better tendency. Of course, any predictions of this kind are only predictions and can not be established with any assurance of their authenticity.

The building situation continues on a fairly satisfactory basis while the yard and factory trades are doing about as great a volume of business as could be expected. Chicago, of course, in common with other cities of great importance as consuming centers, is taking in a lot of stock which is unloaded here when other markets are not easily accessible. As a consequence, price levels are extremely uncertain. However, the general average is fair considering present conditions of business and the uncertainty as to the future.

NEW YORK

The local hardwood market is still a long way from normal although some slight improvement is reported in spots. One wholesaler is freely predicting a turn for the better at an early date and a steady upward tendency next year. In the face of present conditions there is not much in support of such a prediction but it can well be said that any change will be for good. It is reported that manufacturing trade is taking a fair amount of stock now and that some yards are even taking advantage of the low prices and buying for stocking up purposes. Generally speaking, though, yard stocks continue broken and quick supplies available for all demands. The wholesale market shows some slight reductions in ash and chestnut, with a fair call for both. Exports from New York show a steady increase in which lumber so far has shown up only in a small way. And quite naturally, too, but a betterment in this branch of trade may be looked for within a short time and with it a consequent steadying in the home markets. The large quantities of hardwoods reported sent abroad should have a tendency to strengthen the market in face of reported curtailment of output.

BUFFALO

The hardwood trade is about as dull as it has been in a long time and so far no particular evidence of improvement is in sight. Occasionally dealers who have some stock that is specially wanted are able to move it quickly, but for the most part there is not much doing at the different yards. It is scarcely believed that any great change for the better will occur until after the next year starts and by that time it would seem to dealers that stocks will be considerably depleted.

Plain oak is perhaps as much in demand at all the yards as anything else, but the total sales recorded are not such as to count for much. Prices are off several dollars from the first of the year and some dealers think the quotations may drop a trifle lower before an advance occurs. Chestnut and poplar are among the quiet woods and very little is doing in maple, though it stays among the leaders.

PITTSBURGH

Things are looking up a little in this district, although the improvement is still very slight. The market is extremely irregular. Demand cannot be counted upon. The only thing that is certain is that manufacturers who use large quantities of hardwood are not putting out any requisitions for next year's supply. Instead they are buying only for immediate needs and in small quantities. Mixed carload lots are decidedly the rule in present day trade. Automobile manufacturers have not come into the market to any extent. Some more business is being done with the implement and vehicle people, but this trade is away below normal. Yard business for the year is nearly ended. Prices on all hardwoods are being cut badly to unload the surplus stocks which are gradually accumulating at mills in this territory.

PHILADELPHIA

The hardwood market remains undependable as to a featured improvement, but the trade is accepting this natural sequence of the foreign upheaval as heroically as possible. Fortunately cool heads are everywhere in the front of all large trade bodies in the United States, seeking means and methods to open new fields to relieve the situation, and confidence in the ultimate desirable result to the American market is unbounded, which explains the general optimistic trend in all lines of trade. Wholesale consumers, box and barrel factories, in fact all buyers

of hardwoods, are retrenching to some extent, and the economic methods pursued have helped to keep down the list of failures and litigations in the lumber trade. Buying continues conservative, occasional spurts in certain lines are noticeable, but it is admitted they simply cover some special order. Although there has been a curtailment of output in mill districts, hardwood lumber is freely offered at tempting prices, with very little encouragement from the buyer, who will not be bribed to stock up.

As to quotations, there is nothing reliable to guide the trade at this time. Oak, which continues in the lead, has been shaded some. Maple, birch and beech keep fair reputation. Flooring has been active and fairly strong. Chestnut and poplar are slow; low grades generally have held a firm position.

BOSTON

The situation in this market shows but little change if any, although what evidences there may be observed are toward an increased inquiry and some failure to find stock available for orders. The depression and restriction more sharply felt during the period of business contraction has now given way to a methodical cultivation of buying opportunities or "bargain hunt" for stock to fill what orders are secured. That there are numerous hardwood items which are bought and sold here on a decreased price must be admitted and with this generally understood condition, buying is still reduced to a necessity basis. At the same time continued moderate activity in manufacturing keeps up a corresponding demand, but with a well defined expectation of cut prices. With no good reason to anticipate an immediate increase of trade the commonly stated position of the dealers here is that the hardwood business must adjust itself to circumstances and await the improvement of general business.

BALTIMORE

While in a general way the hardwood trade situation remains much the same, the preponderance of opinion appears to be that some improvement has taken place. Leading members of the trade seem to have reached the conclusion that bottom has been touched and that the movement now is upward, even though no decided progress has been scored so far. Orders come in by spurts. It does not appear that the quotations have gone lower, but more or less fluctuation in the prices realized prevails, and there is no very settled basis for the sellers to go on. A millman may feel that he has gone as low as he can, only to find that a competitor has made further concessions. But it must be understood that the marking down of figures does not necessarily bring business. The prospective buyer who is solicited for an order will not place it if he can get along without any addition to his stocks. At this time, as much as any other, the speculative business remains in abeyance, the buyers taking up stocks only to meet their immediate wants. This applies to practically all woods in general use. The better feeling with respect to poplar, noted some time ago, remains in evidence, being based mainly on the larger shipments to foreign countries, which have developed greater wants than seemed at first likely. Stocks in England, for instance, were relatively small when the war broke out, and after the first shock the buyers there set about adding to their assortments because they felt the lumber would be called for. It is much the same with oak, of which wood a number of foreign shipments have been made of late. Not only are the ordinary wants asserting themselves, but the prosecution of the war brings out requirements which must be met, and it is being found that the selection is smaller than existing conditions render desirable. The foreign buyers have made some advances over and above the increase in the freight rates, and the outlook for a still further gain in the foreign movement is decidedly promising. This, of course, is having a favorable effect upon the situation at home, and most of the mills continue in operation. Of course, a number of the plants which sawed lumber especially suitable for the foreign trade have held down of late, but relatively the prospect is encouraging. The furniture factories and makers of store fixtures are still buying with some freedom, and the increasing use of hardwoods for purposes which were formerly met by other kinds of lumber furnishes an enlarged outlet. Much is hoped from the improved financial conditions and the easier tone in the money market, and the hardwood men are prepared to take advantage of any change for the better that manifests itself.

COLUMBUS

There is a fairly good volume in the hardwood trade in Columbus and central Ohio. The volume of business, however, is not up to that of 1913 for the same period, but considering the European war and general business conditions the trade is satisfactory. Prices are fairly well maintained although there is some cutting in quarters where stocks have accumulated. The tone of the market is fair and future prospects are not considered bad.

One of the best features is the better buying done by certain lines of manufacturing. Factories making furniture and vehicles are buying more liberally. Implement concerns are not buying to any extent as the export trade has been stopped. Stocks in the hands of factories are low and purchasing agents are only buying what they need for the present.

Retailers are experiencing a better demand, since building operations are more active. For a time there was a lull in building due to the

V E N E E R

SINGLE PLY ROTARY CUT

Thin Lumber and Veneers, Poplar, Gum, Oak, Yellow Pine and Cypress

The best that choice logs, 1914 Equipment, and long experience can produce.

WRITE FOR OUR LIST OF RANDOM AND OFF SIZES AT ATTRACTIVE PRICES

Old Dominion Veneer Company
NORTH EMPORIA, VIRGINIA

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

Louisville Kentucky

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 **Tennessee**

Revived Inland Navigation

Our cargo of 350,000 feet of Oak and Gum from our Jeffris, La., mill on its way up the Mississippi River on the new Gas Producing, Self Propelled Steel Barge.

This cargo was unloaded at St. Louis, Mo., and Alton, Ill., on August 1st and 2nd

WE HAVE MORE IN STOCK

D. K. Jeffris & Co.

CHICAGO

HARDWOODS
CONCORDIA LAND & TIMBER CO.
Jeffris, La.

YELLOW PINE
MANCHESTER SAW MILLS
Manchester, Ala.

Your Second Setting

Where will it be? Logically where there is a worthwhile supply of timber that can be bought at a fair price and the conversion of which will yield a fair profit.

By far the greatest number of these locations are

In the Great Out West

Others are making selections now. The most desirable tracts go first and are going rapidly. This is the year to get the best of what is left, even though you do not contemplate operating until the last log has passed through the mill you are now running.

We know there are more and better opportunities in the West than in any other section of the country.

Each year many fine tracts of timber pass into the hands of operators and the range of choice becomes more restricted.

James D. Lacey & Co.

Timber Land Factors

CHICAGO, ILL., 1750 McCormick Bldg.
PORTLAND, ORE., 1313 Northwestern Bank Bldg.
SEATTLE, WASH., 1009 White Building

tightness of money, but banks and building and loan associations are loaning money more readily. This is being reflected upon the lumber trade by a better demand from retailers. In the rural sections there is considerable building in progress.

Dry stocks are not very large in any section. Retailers' stocks are light but dealers are still following the policy of buying only for the immediate present. Shipments are coming out promptly. There is practically no export trade at this time. Collections are slow.

Quartered and plain oak is in fair demand and prices are generally maintained. Chestnut is rather firm and sound wormy is moving well. Poplar stocks are in fair demand and the better trades are firmer. Ash and basswood are steady. Other hardwoods are unchanged.

TOLEDO

Market conditions in Toledo are showing a decided improvement. While present business has not become phenomenal by any means, indications point to a better situation at an early date. Building operations in Toledo continue in spite of the calamity criers, and many things are now under way which will make a good hardwood market within a short time. Local vehicle concerns are running right along. Furniture dealers are ordering with more freedom than for some time past, and inquiries are beginning to come in from the railroads regarding equipment orders. This has been the line of work that has been most quiet and has had an especially depressing effect on hardwood business in this section so that the coming of the inquiries presaging as it does future orders has had the effect of rousing the dormant spirit of optimism among hardwood dealers here. Prices generally have been holding up well, although there has been a little weakness exhibited in certain lines where the law of supply and demand has regulated prices to a no inconsiderable extent. Crating and boxing are in fair demand. Buying is somewhat better, although no one is doing speculative buying.

CINCINNATI

A slight improvement in the hardwood industry is noticed and lumbermen are much encouraged. Reports from manufacturing centers give much hope of early increase in running time. It is claimed that the much improved condition of the finances of this country together with the employment of many of the idle workmen will go a long way toward better business. The agricultural and wagon trade is no doubt in better shape than they have been for many months and the automobile plants, especially those specializing in commercial trucks, have plenty of work on hand many of their orders being for rush shipment on war orders. It is fully expected that these orders will be more than duplicated as there is no question of the war lasting well into next year. Horrible as the war may seem it is proving to be of much benefit to this country commercially, as it has already prevented foreign manufacturers from flooding our markets with their manufactured goods. Since the new tariff laws went into effect they have had an opportunity to do it and have shipped much here and booked heavy orders which the war has caused them to cancel and our own plants are again getting started toward supplying our own needs as well as the needs of the foreign countries at war. Cincinnati lumbermen are well pleased over results of the elections insuring in the near future a return to a protective tariff which will again establish the plants of this country in their former positions. Just at this time there is nothing featuring in hardwood movements—just a general call for most all items on the list in very limited quantities for immediate use only with frequent reorders for practically the same thing, showing the cautiousness of buyers. The volume of business for the month of October was considerable in excess of the previous month and with conditions growing gradually better as they surely are November should show up well under existing conditions. Inquiries are more numerous and cover most items.

INDIANAPOLIS

There has been some further curtailment in the hardwood production in the state during the last two weeks. The general trend is toward production curtailment, with a view to reducing the large stocks which many of the mills now have on hand.

Stock continues to move slowly and dealers are buying very little at the present time. There is an indication, however, that business in other lines slowly is improving and this renewed activity will reach the hardwood industry in due time.

Wagon manufacturers report a good increase in business, due to a large extent to the European war, for the countries engaged in the conflict are placing large orders for wagons. Automobile concerns manufacturing trucks report improved business from the same source.

There can be no improvement in building operations in the state, until the vast sums of money hoarded in the banks are made available for building purposes.

MEMPHIS

There has been comparatively little change in manufacturing operations in this territory during the past fortnight. While some mills have resumed, fully an equal number have closed down and it is conceded that production is at about as low an ebb as it has been at any time since

war broke out in Europe. There is a little logging under way but those who are getting out timber are doing so in such a sparing way that, if they find it necessary or desirable to close down, they will not be forced to run to cut up excess logs as was the case when hostilities first developed. The amount of timber being gotten out is, as a whole, exceedingly light and this is regarded as one of the strongest potential features in the situation. Even if it were desirable to run on anything like normal time, this would be out of the question for the reason that it would be impossible to secure enough logs to justify such operations.

Shipments of lumber are somewhat in excess of output with the result that stocks are gradually decreasing. They are becoming broken in some items and this fact is responsible for the resumption on the part of a few firms. Demand, at best, is not particularly full, and there is not a single lumberman who does not wish to have his stock lists complete in order that, if there is demand for a particular kind of lumber, he may be in position to take care of it. The fact that stocks are being reduced is having some effect on prices, which are generally rather firmer. Wholesalers and distributors are making freer inquiries than a short time ago and it is pointed out that this is a favorable factor, suggesting larger requirements for the near future. Business conditions are generally growing better and the financial outlook is regarded as much brighter, factors which are calculated to increase the consumption of southern hardwoods. At present the increased firmness is more due to the greater independence of sellers than to the gain in demand. As demand increases, however, it is anticipated that it will prove the controlling factor in making prices.

A great quantity of ash has been booked here within the past fortnight for shipment to England. The orders for this stock were received from English brokers who, it is understood, were acting for the English government. It has been impossible to ascertain the exact amount sold but it is reported that it was sufficiently large to take up the greater portion of the available supply of thick ash in the immediate Memphis territory. A number of firms here shared in these orders. Among these were Russe & Burgess, Inc., the Goodlander-Robertson Company, Jas. E. Stark & Co., the Dudley Lumber Company, and the Gayoso Lumber Company. It is reported that prices advanced somewhat on ash as a result of this somewhat unexpected business and that they are at present quite firm. Practically all the orders specified that shipments were to be made in time for November sailings. This was one of the particular conditions of the acceptance of this business.

Export business, as a whole, has improved somewhat, but outside of the business in ash already mentioned, it has been comparatively small. Most of the business is being done with England, though shipments are being made in a very few instances to other countries. Exporters say that there is not a very large margin of profit in lumber being sold to England, but that they are accepting such business as is offered where it is possible to do better than break even.

Most members of the trade here are rather optimistic regarding the outlook and there is less pessimism than might be expected under the circumstances. Lumber interests have pursued a very conservative policy since the war broke out and this accounts for the fact that they are in as good position as at present. They point out that demand has been only reasonably good, but that production has been even smaller than shipments. They further emphasize the fact that, with general business increasing, they are bound to feel the effect of this in larger and more remunerative orders.

There is no special feature to the hardwood list aside from the recent activity in ash and the excellent demand for the lower grades of cottonwood and gum, which are being used freely in the manufacture of boxes. Quartered oak is selling at a reasonable rate and there is a little business doing in plain oak. Sap gum is selling well and offerings are not heavy. Red gum appears rather quiet. Cypress is moving in only a moderate way, with the lower grades somewhat more active than the higher.

NASHVILLE

The hardwood lumber situation in Nashville has shown very little change the past two weeks. The situation was regarded about as slow as it could get shortly after the opening of hostilities in Europe, but members of the trade now feel confident that improvement will be a feature for the future. Some nice lots of lumber are being sold, though buyers are only taking for current needs. No particular lines are in demand, there being transactions in oak, poplar, chestnut, ash, and other lines. The policy of curtailment is evident throughout this section, many of the small mills being closed down, and the large ones curtailing production. There will be a great curtailment in logging operations on account of the condition in the market.

LOUISVILLE

The hardwood trade in this part of the country is looking up. The actual bookings are better, inquiries and orders having been more numerous than formerly, and while the size of the average order is small, the aggregate amount of business is increasing right along. Some large consumers are buying a good deal of stock, a local hardwood concern having been offered an order for 200,000 feet of firsts and seconds plain oak, which was turned down on account of the price being too low. Inch plain oak has suffered considerably as to price, but all other thicknesses are holding their own, and seem likely to increase in value, inasmuch as the cessation of active operations, followed by steady consumption, is

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington Street
CHICAGO, ILLINOIS

PLAIN WHITE OAK

4/4" 1sts and 2nds	150,000'
4/4" No. 1 Common	225,000'
4/4" No. 2 Common	150,000'
5/4" 1sts and 2nds	50,000'
5/4" No. 1 Common	25,000'
5/4" No. 2 Common	10,000'
6/4" 1sts and 2nds	50,000'
6/4" No. 1 Common	50,000'
6/4" No. 2 Common	12,000'
8/4" 1sts and 2nds	35,000'
8/4" No. 1 Common	50,000'

QUARTERED WHITE OAK

4/4" No. 1 Common	100,000'
4/4" No. 2 Common	50,000'
5/4" 1sts and 2nds	25,000'
5/4" No. 1 Common	50,000'
5/4" No. 2 Common	8,000'
6/4" No. 1 Common	50,000'
6/4" No. 2 Common	2,000'
8/4" 1sts and 2nds	12,000'
8/4" No. 1 Common	35,000'
8/4" No. 2 Common	4,000'

SAP GUM

4/4" 1sts and 2nds	25,000'
5/4" 1sts and 2nds	150,000'
6/4" 1sts and 2nds	125,000'

WHITE ASH

4/4" No. 1 Common and Better	12,000'
5/4" No. 1 Common and Better	15,000'
6/4" No. 1 Common and Better	5,000'
16/4" No. 1 Common and Better	25,000'

PLAIN RED OAK

4/4" 1sts and 2nds	100,000'
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	100,000'
5/4" 1sts and 2nds	50,000'
5/4" No. 1 Common	100,000'
5/4" No. 2 Common	15,000'
6/4" 1sts and 2nds	75,000'
6/4" No. 1 Common	60,000'

RED GUM

4/4" 1sts and 2nds	75,000'
4/4" No. 1 Common	70,000'
5/4" 1sts and 2nds	75,000'
5/4" No. 1 Common	100,000'
6/4" 1sts and 2nds	75,000'
6/4" No. 1 Common	50,000'
8/4" 1sts and 2nds	50,000'
8/4" No. 1 Common	25,000'

COTTONWOOD

4/4" Box Boards, 6-8"	10,000'
4/4" Box Boards, 9-10"	50,000'
4/4" Box Boards, 11-12"	50,000'
4/4" Box Boards, 13-17"	100,000'
4/4" 1sts and 2nds, 6-12"	100,000'
4/4" 1sts and 2nds, 13" and up	50,000'
5/4" 1sts and 2nds, 6" and up	25,000'
5/4" 1sts and 2nds, 8-9"	22,000'
5/4" 1sts and 2nds, 10" and up	50,000'

SOFT ELM

6/4" No. 2 Common and Better	250,000'
12/4" No. 2 Common and Better	200,000'

Above stock is all dry and of our own production, from good logs. Consists of good widths and lengths; is band sawed and carefully edged and trimmed.

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Conway Building 111 W. Washington St.
CHICAGO, ILLINOIS

WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing
WEST VIRGINIA SPRUCE LUMBER CO.,
Cass, West Virginia.

Fifth Avenue Building,
NEW YORK

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

The Lumber Mutual Fire Insurance Company,
Boston, Mass.

The Lumbermen's Mutual Insurance Company,
Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company,
Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company,
Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company,
Van Wert, Ohio

$141,000.00

In Savings DIVIDENDS Returned

This Year to Policy Carriers of

The Lumbermen's Underwriting Alliance

Possibly there is no good reason why YOU were not among these beneficiaries. If it is a matter of eligibility, and you feel that your plant does not at present comply with all requirements, confer with us anyway. Let us see if it cannot be brought up to an acceptable standard at no greater cost than will be justified by the prospective saving on insurance rates.

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Attorney and Manager
1101 R. A. LONG BLDG. KANSAS CITY

bound to bring about a shortage of these items. Lumbermen with stock other than inch, therefore, feel that there is no need to sacrifice the price, but that they will be able to get what it is worth by holding it a few months. It is not easy to duplicate such stocks at present. Quartered oak is in good demand, especially firsts and seconds, and on certain specifications prices have shown strength. Some sales up to $80 have been reported. The demand for lumber abroad, for use in military operations, is opening up. The English government has had an inquiry out for several weeks for thick walnut for use in the manufacture of gunstocks.

ST. LOUIS

There is very little new to report in regard to the hardwood situation. Trade is very quiet. Orders are coming in all the time but they are for small lots. The best item in demand at the preesnt time is plain sawed white oak. There is also a fair demand for red gum and wide poplar boards. Ash is moving only moderately well but better than it did and this has caused a stiffening in prices. A dullness is reported in the cottonwood demand for lower grade but the cottonwood upper grades are slightly more active than they were a short time ago. The cypress situation is also quiet with a fair demand only from the North. This section is doing some buying. In other sections, the demand is not showing up as it should. Prices are fairly firm. It is the general opinion that conditions will be better soon, as the election is over and things will quiet down.

MILWAUKEE

While lumbermen are about reconciled to the fact that the fall trade will not be quite up to the normal this season, they believe that the total business received will be fairly satisfactory and as great as could be expected, considering general conditions. Large orders are not so plentiful, but the total volume of small orders is fairly large.

A change of sentiment regarding the influence of the European war upon the lumber trade seems to be gradually taking place among the lumber manufacturers of northern Wisconsin. The feeling seems to be that unusual efforts are being put forth to push the export trade in various lines and into new fields, heretofore unexplored. This seems to be borne out by the fact that the export trade has actually shown some improvement of late. Some lumbermen are predicting that this increase of the export trade in new fields will eventually bring lumber into good demand and at satisfactory prices.

Prices have been holding up fairly well, due to the fact that most lumber concerns in the state have been operating in a conservative manner and have been endeavoring to prevent stocks from piling up. The belief that the export situation will eventually adjust itself in a satisfactory manner has also been a strong factor. Of course there is some price cutting going on in some lines, particularly in the larger cities where competition for business is strong, but prices are far from being demoralized. Most manufacturers are refusing to put their prices below a normal level.

The sash and door and general interior woodworking manufacturing concerns of Milwaukee are buying rather carefully and are placing orders only for sufficient stock to meet their present wants. Wholesalers say that stocks are low in the hands of consuming concerns as well as with the retail yards about the state and that if the general business situation continues to improve there ought to be a brisk demand for lumber soon after the opening of the new year. This view seems to be general and has done much to help establish a feeling of optimism in the local trade.

Northern woods are holding their own, due to the action of manufacturers in keeping down the output to a reasonable amount, and to the feeling of certainty that demand is bound to increase within the near future. Maple and birch seem to be especially strong.

The building investment in Milwaukee during the month of October showed a decided falling off, although there was an increase in the number of permits issued. This decrease in the cost of buildings erected seems to have been due to the fact that permits were granted a year ago for several unusually large structures. Last month there were 282 permits issued for structures costing $611,577, as compared with 251 permits and an investment of $1,213,695 during the corresponding month a year ago.

DETROIT

Members of the Detroit Hardwood Club are in entire accord with the curtailment of production planned by the Michigan hardwood manufacturers. The more proportionate the supply and demand are the better satisfied Detroit dealers will be. Market conditions have forced down the market, which was a natural course. Detroit dealers are willing with the rest of the country to bear the burden but they are anxious that whatever demand there is be supplied at a reasonable price.

Trade in all lines continues spotty. Curtailment in manufacturing is not becoming more severe and conditions are not clear enough to predict a turn for the better, as is evidenced by the short order plan of buying.

Building operations are not so strong as they have been and this month and December will have to make a good showing to insure a favorable comparison with last year. The bulk of the present construction is in factory buildings and cheap houses.

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Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

EMPLOYES WANTED

WANTED—HIGH-CLASS MAN

Who thoroughly understands making built-up veneers or who has broad experience selling glue to act as glue salesman. Immediate, permanent, responsible position to right man. State age, references and salary.

Address "BOX 110," care HARDWOOD RECORD.

LUMBER FOR SALE

INDIANA HARDWOODS FOR SALE

75,000 ft. 4/4 C. & B. Quartered White Oak.
50,000 ft. 4/4 FAS Plain Red Oak.
30,000 ft. 12/4 FAS Hard Maple.
100,000 ft. 3 4 No. 3 Common Mixed

Address, THE VAIL COOPERAGE CO., Fort Wayne, Indiana, for prices, etc.

CLEAR QTD. WHITE OAK STRIPS

1 car 4/4", 2 to 4"
1 car 4/4", 4 to 5½"

Will [illegible] to move this.
DEHLMEIER [illegible] Cincinnati, O.

WHITE CANE ASH AND TUPELO GUM

ASH—1 car 1 x3" to 5½" No. 1 Com. Strips.
½ car 1½x3" to 4 " No. 1 Com. Strips.
1 car 1" 1st & 2d; 3 cars 1" No. 1 Com.
45,000 feet 1½" No. 1 Com.; 1 car 1½" No. 2 Com.
7M ft. 2½" 1st & 2d; 3M ft. 2½" No. 1 Com.
TUPELO—Good supply 1" 1st & 2d; No. 1 Common and No. 2 Common.

BURTON-SWARTZ CYPRESS CO.,
Burton, La.

CHOICE ⅝" BEECH

Full log run of exceptional quality—55% 14 and 16 ft. lengths. Average 7½ to 8" wide. Not over 20% No. 2 common—30 to 40% 1sts & 2nds.

VAN KEULEN & WINCHESTER LBR. CO.,
Grand Rapids, Mich.

LOGS WANTED

WANTED FOR CASH

4 or 5 cars good Walnut logs, 16" and up. Describe fully with price. Address THE FREIBERG LBR. CO., Cincinnati, Ohio.

LUMBER WANTED

WANTED WALNUT PLANKS

Carload lots, 6" and up wide, 6' and up length, 2¼" thick. Must be high-grade stock, clear of all defects, heart and sap. Quote price and shipping point.

Address "BOX 111," care HARDWOOD RECORD.

LOGS FOR SALE

WANTED A MARKET FOR

15 cars Black Walnut Logs: logs on R. R., 60% clear and 50% over 16". Address
L. B. 115, Villa Grove, Ill.

WAGON STOCK FOR SALE

FOR SALE

1 car Hickory wagon stock; ½ car 2x6x72" & 84", 2x4x48", 2¼x4½x52", 2½x5x54"; ¼ car Axles 2x4x6', 3½x4½x6', 4x5x6' & 4½x5½x6', mostly in large sizes.

Balance of car is neckyokes and singletrees, 2x2¾x36", 1⅞x3¾x42", 1½x1¼x44" & 48".

Address, "BOX 135," Cherry Valley, Ark.

DIMENSION STOCK WANTED

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio.

WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories.

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.

Address "BOX 91," care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE

WALNUT SQUARES AND TURNINGS

Any size, suitable for handles or grilles. Can supply turned pieces if desired.

DES MOINES SAWMILL CO., Des Moines, Ia.

MACHINERY FOR SALE

FOR SALE—COMPLETE SAW MILL

Fully belted and ready to run, in first-class condition.
14 Russel 60,000 capacity log cars, 26" wheels, Westinghouse air brakes, link and pin coupler.
8 miles of 45-lb. relaying rails, in excellent condition.
Machine shop, consisting of 180-ton wheel press, lathe, planer, power drill, etc.

CAMPBELL LUMBER CO., Marlinton, W. Va.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

LOGS FOR SALE

ASH, OAK, POPLAR, HICKORY

Cottonwood, Tupelo, Magnolia, Red Gum, Cherry, Cedar, Holly, Persimmon, Dogwood. Address C. SCHAEFER, 1919 St. Charles Ave., New Orleans, La.

MISCELLANEOUS

LIST OF SAW MILLS

Also shingle and lath mills, creosoting plants, remilling plants, crosstie, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hardwood. capacity planers, steam and smoke kilns. $3.00 complete.

UNITED SAW MILLS CO., New Orleans, La.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

CHICAGO

E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Log Hammers.

GERLACH

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland Sixth City

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

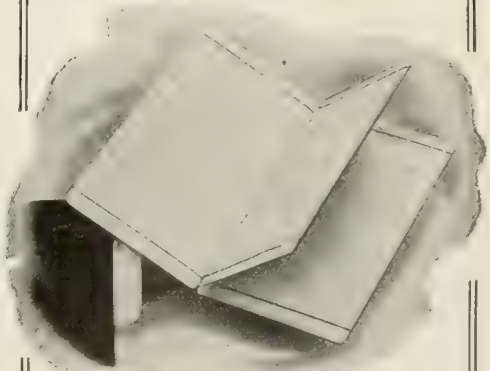
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

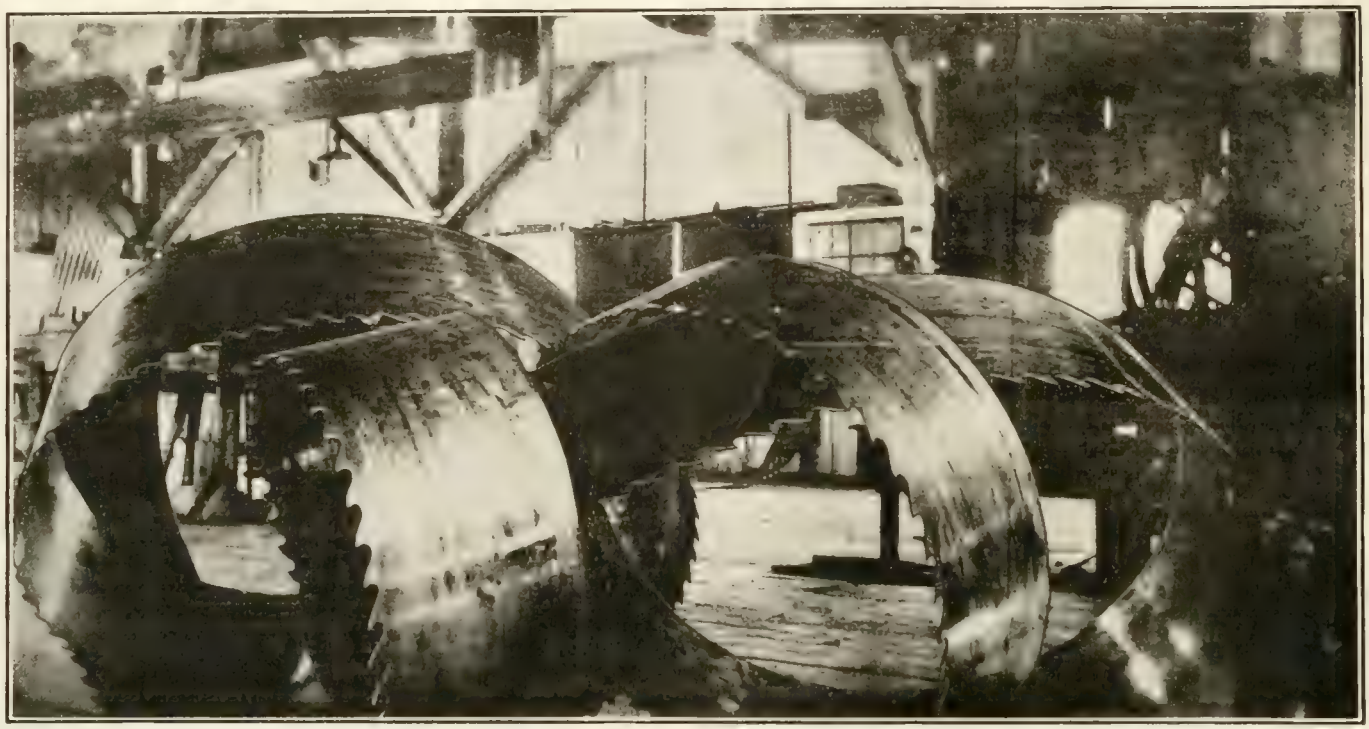
Aluminum Tally Covers, each	$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

No, This Is Not a Picture of a Russian Submarine, a French Air Ship or a German Man-of-War



It is an actual photograph of an

ATKINS SILVER STEEL BAND SAW

that was accidentally pulled off the wheels and tied itself into the above double bow knot in such a way that it had to be cut, in order to be straightened out. Vic. Tuxworth, the filer, rebrazed and benched the Saw and it is now **running each turn without a single crack.**

Now, really, Mr. Mill Man, don't you want Saws like these in your mill?

If we can furnish you with Saws that will stand up longer with the least re-fitting, then you would be satisfied that you were making the most money on Saws. Saws like those are an investment and not an expense.

Atkins Always Ahead!

We make a Perfect Saw for Every Purpose. Use **ATKINS CELEBRATED SILVER STEEL BAND SAWS, ATKINS SILVER STEEL CIRCULAR SAWS, GANG SAWS, EDGER SAWS, CROSS CUT SAWS, ATKINS MACHINE KNIVES.**

"Finest on Earth"

Specify ATKINS in your next order. We'll make good

E. C. ATKINS & CO., Inc. *The Silver Steel Saw People*

Home Office and Factory: INDIANAPOLIS, IND.

Canadian Factory: HAMILTON, ONT. **Machine Knife Factory: LANCASTER, N. Y.**

Branches carrying complete stock in the following cities: Address E. C. ATKINS & CO.,

Atlanta Chicago Memphis Minneapolis New Orleans New York City Portland, Ore. San Francisco
Vancouver, B. C. Seattle Sydney, N. S. W.

EXPERIENCED LOGGERS USE YELLOW STRAND POWERSTEEL

In every hardwood lumber district in the United States—wherever ropes of extra strength and durability are required—there you will find Yellow Strand Powersteel Wire Rope.

It is made especially to withstand the tremendous strains of logging and heavy hoisting of all kinds.

Every wire is drawn from a special steel having a tensile strength 75 to 100 per cent greater than ordinary crucible steel. This insures great strength, elasticity and long life to the rope.

You need this strong, tough, pliable rope in your business. Why not place the order now?

Write for catalog No. 50

FREE Our monthly magazine—THE YELLOW STRAND—free for a year to all rope users. Write for it.

Broderick & Bascom Rope Company

New York ST. LOUIS Seattle

Factories: St. Louis and Seattle

Agents Everywhere

If you knew

What our **Bulletin Service** was doing for your competitor in

the lumber business

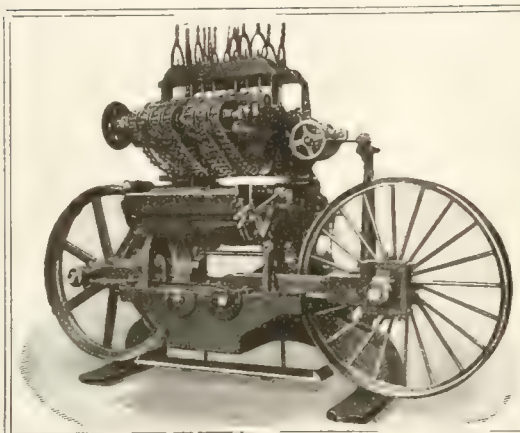
you'd not only want the service yourself, but **you'd have it.** Let us tell you about it.

Hardwood Record
Chicago

LIDGERWOOD

LOGS AT MILL AT LOWEST COST

SKIDDERS

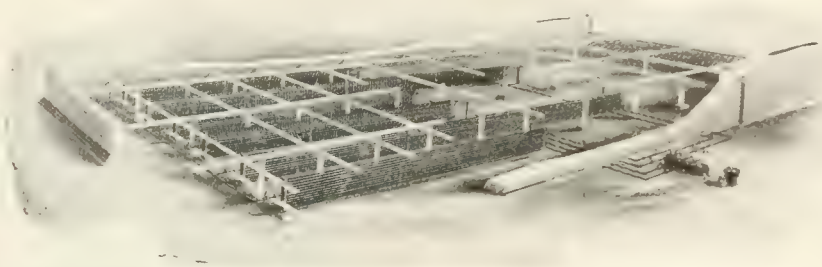


Divided Bed Horizontal Resaw

TWO INDEPENDENT ADJUSTABLE BEDS.
CUTS TWO THICKNESSES AT SAME TIME.
SLABS AND BOARDS RESAWN TOGETHER.
ENDLESS SLAT BEDS INSURES PERFECT SAWING.

Write for Specifications and Price

Diamond Iron Works, Minneapolis, Minn.



EASY TO INSTALL

CHICAGO, July 13, 1914.

The National Dry Kiln Co.,
Indianapolis, Ind

Gentlemen:

We are very glad to advise you that our kiln, which is installed with VERTICAL PIPING system furnished by you, has now been in operation about six months and results are all that we could desire. We wish to state that this material was received in condition which enabled us to install it from the blue print without any difficulty on our part.

We will be very glad to have you use our company as a reference at any time.

Very truly yours,
ROSELAND MILL & LUMBER CO.,
By R. J. Dickerson.

Send for Catalog

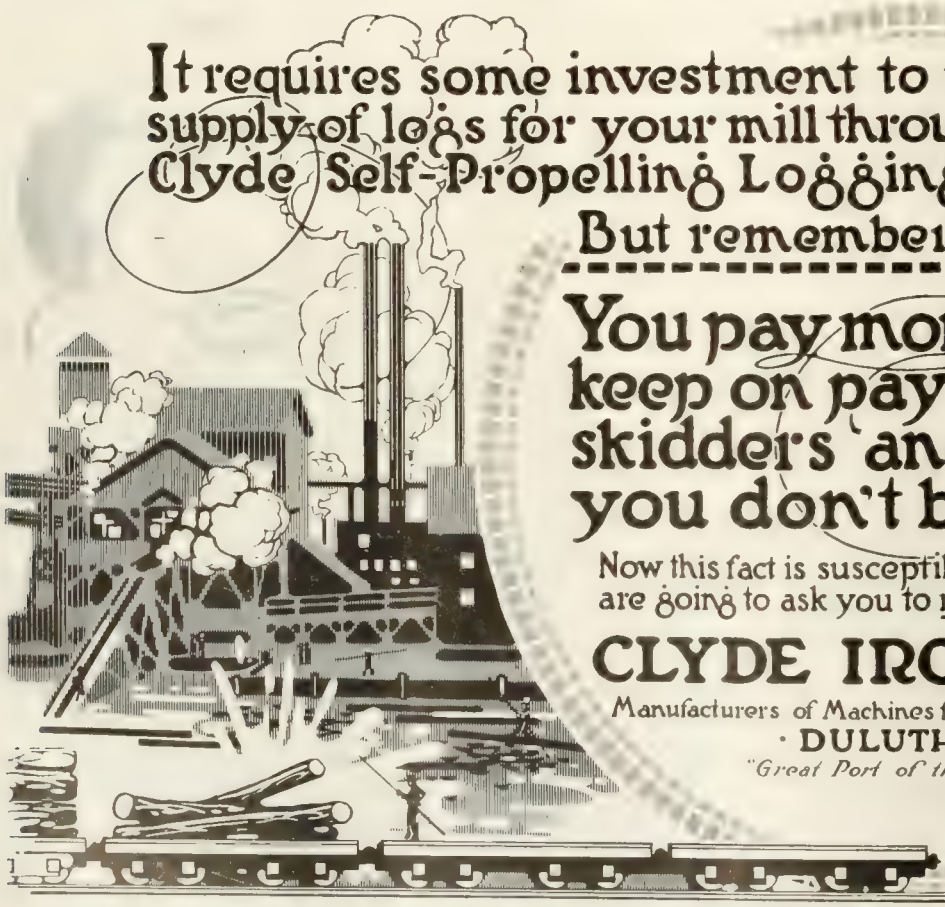
THE NATIONAL HARDWOOD DRIER
THE NATIONAL DRY KILN COMPANY, INDIANAPOLIS, INDIANA

It requires some investment to insure a constant supply of logs for your mill through the purchase of Clyde Self-Propelling Logging Machinery

But remember,

You pay more—and you keep on paying—for the skidders and loaders you don't buy.

Now this fact is susceptible of PROOF and we are going to ask you to make us prove it to you.



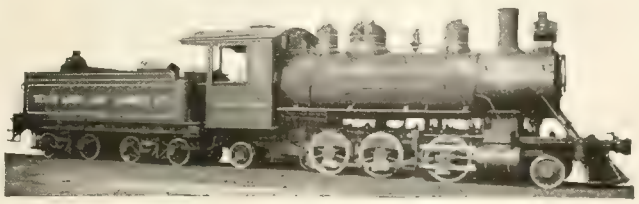
CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation
· DULUTH · U·S·A ·
"Great Port of the Northwest"

CLYDE

Baldwin Loggers

are built for SERVICE, and they will SERVE YOU WELL

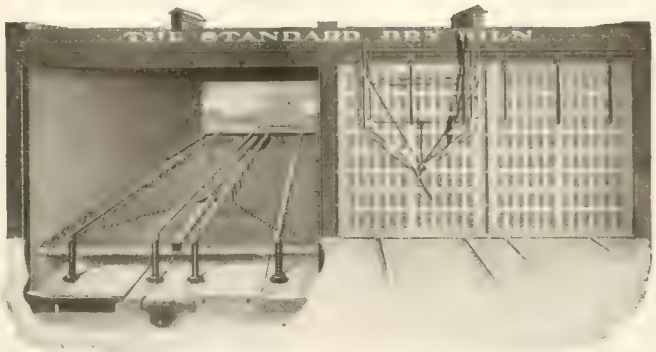


The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

THE BALDWIN LOCOMOTIVE WORKS
PHILADELPHIA, PA., U. S. A.
Cable Address:—"Baldwin, Philadelphia"

REPRESENTED BY

F. W. WESTON.....50 Church Street, New York, N. Y.
CHARLES RIDDELL.....625 Railway Exchange, Chicago, Ill.
C. H. PETERSON.....1610 Wright Building, St. Louis, Mo.
GEORGE F. JONES.....407 Travelers' Building, Richmond, Va.
A. WM. HINGER.....722 Spalding Building, Portland, Oregon



THE GUARANTY

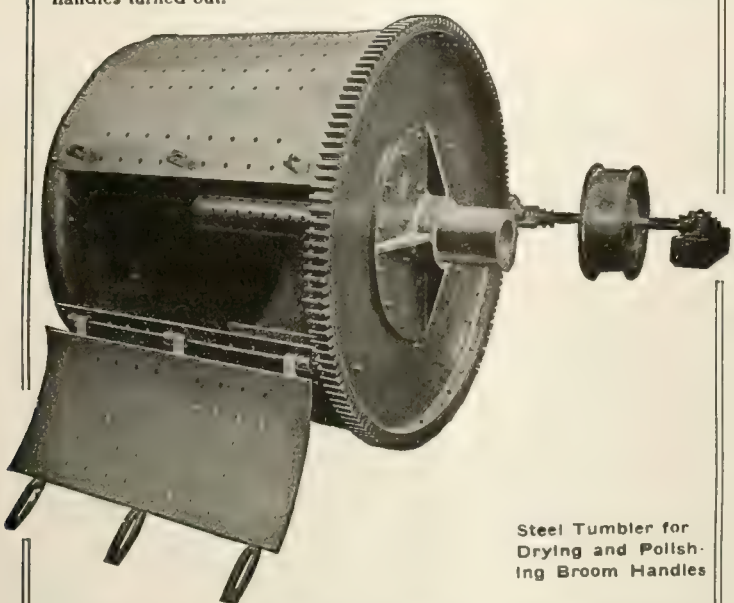
that goes with The Standard Dry Kiln

is a *real* one that protects the buyer and puts it up to the kiln to prove up all our claims. Every Standard Dry Kiln is *guaranteed* to dry a stated quantity of stock and to bring the stock out in a perfectly satisfactory condition—whatever the variety of the lumber may be.

Write for the catalog and our 64-page book, "Users of The Standard Dry Kiln and What They Say." Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.

Broom Handle Machinery

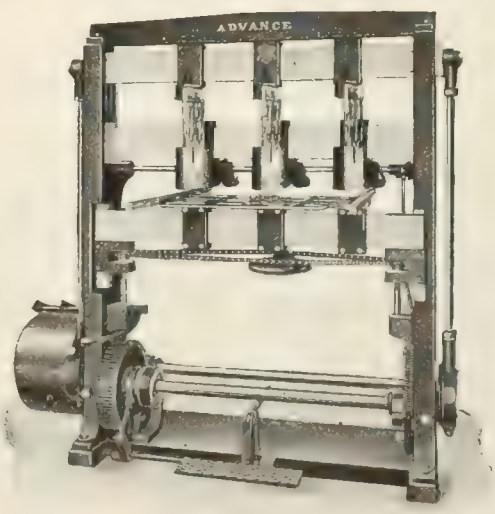
Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY
Complete Line of Broom Handle Machinery
CADILLAC, MICH.

Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

SARANAC MACHINE COMPANY

BENTON HARBOR. MICH., U. S. A.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

VENEERS

Cut right; dried right; prices right

HUMBOLDT, · TENNESSEE

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES. WISCONSIN

WE HAVE BEEN CUTTING

BIRCH VENEERS

FOR FURNITURE AND DOORS
FOR OVER TEN YEARS
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

A Prominent Veneer Man says:

¶ "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

¶ The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD, CHICAGO, ILL.

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Rotary Cut Veneer
and
Built-up (3 & 5 Ply) Panels

MADE from the best Wisconsin

Birch **Basswood**
Gray Elm **Red Oak**

Also Mahogany Panels of every grade.

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

A trial order will convince you

The Underwood Veneer Company
Thomas Street **Wausau, Wisconsin**

BIRCH

4-4 and thicker, No. 1 Common and Better
also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

Door Panels

Three and Five Ply
All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for Immediate Shipment

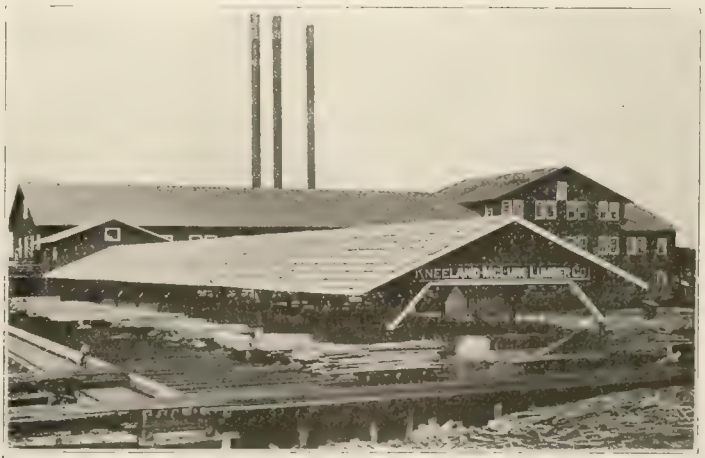
Geo. L. Waetjen & Co.
Milwaukee **Wisconsin**

A Complete Stock

EVERYTHING IN
NORTHERN HARDWOOD

Send Us Your Inquiries

R. CONNOR CO., Marshfield, Wis.



Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.
Manufacturers of Hardwoods **PHILLIPS, WIS.**

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer the following Soft White Pine:

21 M 4/4 Log Run
38 M 2x8 Common
3 M 2x10 Common
21 M 2x12 Common
15 M 6/4 x 6" and up Shop and Better
24 M 8/4 x 6" and up Shop and Better

FULL THICKNESS — BAND SAWN QUICK SHIPMENT

"Chief Brand" Maple and Beech Flooring

in $\frac{3}{4}$, $\frac{5}{8}$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 6" and wider Common and Better 4/4 Maple.
100 M ft. 6" and wider Common and Better 6/4 Maple.
100 M ft. 8/4 No. 2 Common and Better Maple.
100 M ft. 8/4 No. 3 Rock Elm.
100 M ft. 8/4 No. 2 Common and Better Rock Elm.
100 M ft. 6/4 No. 2 Common and Better Rock Elm.
50 M ft. 5/4 No. 3 Com. Basswood.
100 M ft. 6/4 No. 2 Common and Better Birch.
100 M ft. 5/4 No. 2 Common and Better Birch.
100 M ft. 4/4 No. 2 Common and Better Birch.
25 M ft. 10/4 No. 1 Common and Better Soft Elm.
15 M ft. 10/4 No. 2 Common and Better Birch.
15 M ft. 12/4 No. 2 Common and Better Birch.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

We want to move the following:

4 cars 5/4 No. 2 Common & Better Soft Maple
5 cars 4/4 No. 1 Common Basswood
4 cars 6/4 No. 2 Common Elm
4 cars 8/4 No. 1 Common Hard Maple
1 car 10/4 No. 1 and No. 2 Common Hard Maple.
5 cars 5/4 No. 2 Common & Better Beech.

S. L. EASTMAN FLOORING CO.

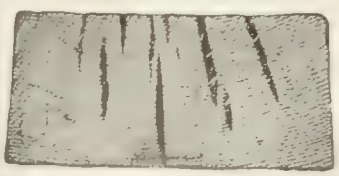
SAGINAW BRAND

MAPLE FLOORING

SACINAW, MICH.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

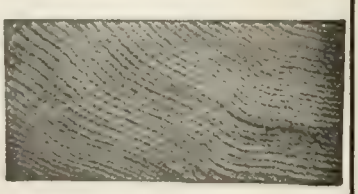


Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



BUFFALO

The Foremost Hardwood Market of the East

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
Gray Elm, Brown Ash
Pacific Coast Fir and Spruce
2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
Oak, Ash and Poplar
932 ELK STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers

Gum
Oak
Cypress

General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

J. V. Stimson Mills

J. V. STIMSON - - - - Huntingburg, Ind.
J. V. STIMSON HARDWOOD CO., Memphis, Tenn.
STIMSON VENEER & LUMBER CO. Memphis, Tenn.

Entire Line of WELL MANUFACTURED

Hardwood Lumber

From 3/8" thick up, in Dry Stock, including

OAK and RED GUM

PLAIN AND QUARTER SAWN

Walnut, Poplar, Hickory, Ash Elm and Maple

and

ROTARY VENEERS

In Any Dimension Desired

ABC AND WESTERN UNION CODES

St. Francis Basin Oak

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage. Growing beyond the over-flowed district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

150,000 ft. 4 4 Firsts & Seconds WHITE OAK
220,000 ft. 4 4 No. 1 Common..WHITE OAK
160,000 ft. 4 4 No. 2 Common..WHITE OAK
125,000 ft. 3 4 Firsts & Seconds...RED OAK
175,000 ft. 3 4 No. 1 Common....RED OAK
85,000 ft. 4 4 Firsts & Seconds...RED OAK
150,000 ft. 4 4 No. 1 Common....RED OAK
100,000 ft. 4 4 No. 2 Common....RED OAK

We also have a circular mill, from which we are offering the following stock:

75,000 ft. 4/4 No. 1 Common Red Oak
125,000 ft. 4/4 No. 2 Common Red Oak
25,000 ft. 4/4 No. 1 Common White Oak
70,000 ft. 4/4 No. 2 Common White Oak

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure. The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

WHAT THE LUMBER BUSINESS MEANS

Hardwood Record

Twentieth Year, Semi-Monthly.

CHICAGO, NOVEMBER 25, 1914

Subscription $2. Single Copies, 10 Cents

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4 4 No. 1 Common Birch.....200,000 ft.
5 8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4 4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*

Penrod Walnut & Veneer Co.

Mills, Kansas City and Helena, Ark.

Address all inquiries to
General Offices
KANSAS CITY, MO.

Kansas City Plant
Exclusively
WALNUT

American and Circassian Figured and Plain
VENEERS and LUMBER

Helena, Ark., Plant
Exclusively
Rotary Cut Veneers

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

PENROD-JURDEN-McCOWEN LUMBER COMPANY

BAND MILLS: BRASFIELD, ARK.

Address all inquiries to sales office
KANSAS CITY, MO.

Ready for immediate shipment

RED GUM

QUARTERED	PLAIN
2 cars 4/4″ 1s and 2s.	3 cars 4/4″ 1s and 2s.
1 car 5/4″ 1s and 2s.	2 cars 5/4″ 1s and 2s.
1 car 6/4″ 1s and 2s.	1 car 6/4″ 1s and 2s.
2 cars 8/4″ 1s and 2s.	3 cars 8/4″ 1s and 2s.
	1 car 10/4″ 1s and 2s.
3 cars 4/4″ No. 1 Com.	3 cars 4/4″ No. 1 Com.
1 car 5/4″ No. 1 Com.	2 cars 5/4″ No. 1 Com.
1 car 6/4″ No. 1 Com.	2 cars 6/4″ No. 1 Com.
2 cars 8/4″ No. 1 Com.	3 cars 8/4″ No. 1 Com.
	2 cars 10/4″ No. 1 Com.

The Famous Cache River Red Gum

Band Sawn—Dry—Flat

Plain and Quarter Sawn Red and White Oak always in stock

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

CADILLAC GRAY ELM

was used for finish in the living room of the Michigan-Wisconsin Bungalow at the Chicago and New York Forest Products Expositions.

The wood has an attractive figure, shows delicate shadings, is peculiarly susceptible of color staining, and when properly finished gives a decidedly rich effect.

The lumber is of excellent quality, easy to work, and, unlike other varieties of elm, it does not check, shake, twist or warp more than ash or oak.

It is used extensively for furniture and interior finish.

We will send you prepaid finished samples of Cadillac Gray Elm if you would like to see this beautiful native wood.

COBBS & MITCHELL, Inc.

Manufacturers of Michigan Hardwoods

Sales Dept., CADILLAC, MICH.

Michigan Trees and Mitchells Products

We have published an illustrated booklet with the above title for lumber users and shall be glad to send you a copy upon request.

This reference book contains pictures of our Michigan trees, describes the character and uses of our various woods, and explains our products and the form in which they are offered to the trade.

We sell only
CADILLAC QUALITY LUMBER
Send for our Stock List

Mitchell Brothers Company

Sales Department CADILLAC, MICHIGAN

Service "STEARNS QUALITY" First

LUDINGTON

HARDWOOD SPECIALISTS

The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

Soft Gray Elm

Noted especially for soft texture, straight grain, bending and resisting qualities.

METHOD OF PILING THICK ELM

OUR LIST OF
Dry Stock

	Av. Width
45 M 4/4 FAS	9"
49 M 6/4 FAS	9½"
76 M 8/4 FAS	10"
28 M 10/4 FAS	10½"
64 M 12/4 FAS	11"
52 M 16/4 FAS	11½"
90 M 4/4 No. 1 Com	8"
18 M 6/4 No. 1 Com	8"
38 M 8/4 No. 1 Com	9"
12 M 10/4 No. 1 Com	9½"
29 M 12/4 No. 1 Com	10"
24 M 16/4 No. 1 Com	11"
70 M 4/4 No. 2 Com	7"
65 M 4/4 No. 3 Com	7"

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

"You Can Get It in Louisville"

The "For Sale" Sign is on This Lumber

If you are in the market for hardwoods of any description, scrutinize these stocklists carefully. You will probably be able to find what you want, and you can get it at a price that will be thoroughly satisfactory to you and your customer. The houses whose lumber is listed are leading concerns in the Louisville market, and when you buy from them you get satisfaction.

NORTH VERNON LUMBER COMPANY

We have on hand good stocks of the following bone dry lumber:

Quartered white oak, 5-8, 4-4, 5-4 and 6-4 1s and 2s and common.
Plain white oak, 5-8 and 4-4, 1s and 2s and common.
Plain red oak, 5-8, 3-4, 4-4 and 5-4, 1s and 2s and common.
Ash, 5-8, 4-4, 5-4, 6-4 and 10-4, 1s and 2s and common.
Poplar, 5-8 and 4-4, 1s and 2s and common.
Cottonwood 4-4, 1s and 2s and common 4-4 No. 2 and No. 3 common.

CHURCHILL-MILTON LUMBER COMPANY

Has the following at its Louisiana mills:

250,000 feet 4-4 and 8-4 Louisiana red cypress
150,000 feet 4-4 sap gum.
200,000 feet 4-4 1s and 2s tupelo
100,000 feet 4-4 tupelo boxboards, 13 in. to 17 in. wide.
350,000 feet 4-4 No. 2 common and better plain red oak.
75,000 feet 3-4 No. 1 common and better plain red oak.
150,000 feet 1 in. to 3 in. No. 1 common and better white ash.

The following stock is at the Louisville yards:

200,000 feet 4-4 to 8-4 No. 1 common and better yellow poplar.
200,000 feet 6-4 to 8-4 log run hickory.
150,000 feet 4-4 to 4 in. common and better red maple.
400,000 feet 4-4 to 8-4 plain red and white oak.
300,000 feet 4-4 to 8-4 quartered white oak.

EDWARD L. DAVIS LUMBER COMPANY

100,000 feet 4-4 1s and 2s quartered white oak
100,000 feet 4-4 No. 2 common quartered white oak.
100,000 feet 4-4 1s and 2s plain red oak.
100,000 feet 4-4 No. 2 common plain red oak.
50,000 feet 8-4 No. 1 common hickory.
50,000 feet 8-4 No. 2 common hickory.
50,000 feet 8-4 No. 1 common ash.

NORMAN LUMBER COMPANY

(Mills at Holly Ridge, La.)

175,000 feet 12-4 log run elm.
110,000 feet 8-4 log run hickory.
60,000 feet 6-4 log run hickory.
66,000 feet 4-4 1s and 2s red gum.
15,000 feet 5-4 1s and 2s red gum.
400,000 feet 4-4 No. 1 common red gum
100,000 feet 4-4 1s and 2s sap gum
100,000 feet 5-4 1s and 2s sap gum.
350,000 feet 4-4 No. 1 common sap gum.
500,000 feet 4-4 No. 1 common plain red oak
130,000 feet 5-4 No. 1 common plain red oak
40,000 feet 6-4 No. 1 common plain red oak
10,000 feet 7-4 No. 1 common plain red oak

BOOKER-CECIL LUMBER COMPANY

100,000 feet 4-4 No. 2 common and better plain oak
20,000 feet 5-4 No. 2 common and better plain oak.
30,000 6-4 No. 2 common and better plain oak.
75,000 feet 8-4 No. 2 common and better plain oak.
15,000 feet 4-4 1s and 2s quartered white oak.
50,000 feet 4-4 No. 1 common quartered white oak.
25,000 feet 5, 6 and 8-4 common and better quartered white oak.
200,000 feet 1-in. to 4-in. common and better poplar.
80,000 1-in. to 6-in. common and better ash.
25,000 feet 4-4 No. 1 common chestnut.
40,000 feet 8-4 No. 1 common and better maple.

W. P. BROWN & SONS LUMBER COMPANY

Offers all grades of the following:

4-4 to 8-4 plain red gum and quartered red gum
5-8 to 8-4 sap gum.
5-8 to 16-4 plain red or white oak.
5-8 to 8-4 quartered or white oak.
5-8 to 16-4 poplar.
4-4 to 16-4 ash.
4-4 to 8-4 chestnut.
Alabama short leaf yellow pine—all grades and thicknesses.
Can ship in mixed cars

THE LOUISVILLE VENEER MILLS

35,000 feet 4-4 quartered white oak.
51,000 feet 5-8 quartered white oak.
23,000 feet 4-4 quartered white oak strips.
56,000 feet 4-4 poplar.
10,000 feet 6-4 and 8-4 poplar.
45,000 feet 5-8 poplar.
58,000 feet 4-4 sap gum.
5,000 feet 5-8 sap gum.
27,000 feet 4-4 red gum.
10,600 feet 5-4 and 6-4 red gum.
25,000 feet 4-4 quartered red gum.
5,000 feet 4-4 American walnut.
13,000 feet 8-4 plain white oak.
128,000 feet 4-4 plain white oak.
200,000 feet 4-4 chestnut.

STEMMELEN BROS. & FULLENLOVE COMPANY

1 car 4-4 1s and 2s quartered white oak
2 cars 4-4 No. 1 common quartered white oak.
1 car 6-4 1s and 2s quartered white oak.
1 car 6-4 No. 1 common quartered white oak.
2 cars 4-4 No. 1 common quartered red oak.
1 car 4-in. common and better ash.
1 car 10-4 common and better ash.
1 car 2-in. common and better ash.
2 cars 4-4 1s and 2s ash.
1 car 5-4 1s and 2s poplar, 12-in. and up wide.
2 cars 5-4 No. 1 common poplar.
1 car 3-in. 1s and 2s maple.
2 cars 6-4 common and better cypress.
10 cars 4-4 No. 1 common plain oak.
2 cars 4-4 plain oak tie sidings.

"You Can Get It in Louisville"

OAK LUMBER

On account of the war between Kaiser William, Duncan Chisholm and Cousin George, who have always taken this fine quality oak lumber, we can offer for a short time the best quality oak lumber, F. O. B. your place, at bargain prices—especially a large quantity of—

4/4" 1sts & 2nds Plain White Oak
4/4" No. 1 Common Plain White Oak
4/4" No. 2 Common Plain White Oak
4/4" 1sts & 2nds Plain Red Oak
4/4" No. 1 Common Plain Red Oak
4/4" No. 2 Common Plain Red Oak
4/4" No. 1 Common Quartered White Oak

GET OUR QUOTATIONS BEFORE PURCHASING

JOHN C. SPRY

1003 HARRIS TRUST BUILDING CHICAGO, ILLINOIS

J. RAYNER VENEERED PANELS

ALL WOODS
SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

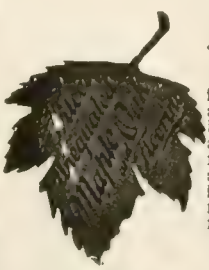
It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

Clarence Boyle, Inc.,

312 Portland Block Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

J. M. LOGAN, Pres. & Gen. Mgr.
H. S. MIZNER, 1st Vice-Pres.
C. C. CANNON, 2nd Vice-Pres.
C. R. SWANN, Sec'y-Treas.

J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT BASSWOOD
POPLAR WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

Sliced Quartered Oak

Cut to Dimension, Jointed and Taped,
Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

What Veneer and Panel Consumers Will Use in 1915

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1915 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

WALNUT AT THE SHOWS

¶ Every indication is that American Black Walnut will again take a leading position at the furniture shows, which will be held next in January. Manufacturers who have been making a few numbers during the past six months will add to their line for the next season; and many additional houses will be represented in the American Black Walnut field. Furniture concerns and lumbermen interested in the furniture trade should consider these facts with reference to their own purchases of American Black Walnut lumber and veneers. For stocks ready to ship, see the list shown below.

H. A. McCowen & Company

Salem, Indiana

1ST AND 2NDS		NO. 1 COMMON	
5/8"	110,000'	4/4"	420,000'
3/4"	135,000'	5/4"	110,000'
4/4"	292,000'	6/4"	89,000'
5/4"	82,000'	8/4"	62,000'
6/4"	46,000'	9/4"	4,000'
8/4"	41,000'	10/4"	3,000'
9/4"	7,000'	12/4"	3,000'
10/4"	3,500'	16/4"	1,200'
12/4"	7,000'		
16/4"	3,200'		

All Thicknesses in No. 2 Common

Theodor Francke Erben, G. m. b. H.

Cincinnati, Ohio

1ST & 2NDS		NO. 1 COMMON	
3/8"	24,000'	3/8"	37,000'
1/2"	136,000'	1/2"	87,000'
5/8"	175,000'	5/8"	51,000'
3/4"	94,000'	3/4"	82,000'
4/4"	88,000'	4/4"	110,000'
5/4"	10,000'	5/4"	25,000'
6/4"	19,000'	6/4"	40,000'
8/4"	30,000'	8/4"	26,000'
10/4"	6,000'	10-12/4"	4,000'
12/4"	3,000'		
16/4"	1,300'		

NO. 2 COMMON

3/4"	23,000'
4/4"	40,000'
6/4"	35,000'

Frank Purcell

Kansas City, Missouri

PRIME
WALNUT LOGS
FOR EXPORT

Figured Walnut Logs
Figured Walnut Butts

Geo. W. Hartzell

Piqua, Ohio

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8"	2,500'	3/4"	5,000'
3/4"	17,500'	4/4"	23,500'
4/4"	11,700'	5/4"	6,700'
5/4"	12,500'	6/4"	5,900'
6/4"	9,700'	8/4"	8,900'
8/4"	16,200'	10/4"	1,500'
10/4"	7,000'	12/4"	700'
12/4"	9,500'		
16/4"	2,300'		

5/8" Special Clear	48,000'
3/4" to 4" thick fine Figured Boards, Panels and Plank	15,000'
4 to 6" thick, Special Heavy Plank	8,000'
4/4" Clear Face, 6" & up	10,000'

All Stock Band Sawn, Equalized and Dry.
Prompt Shipments.

Sanders & Egbert Company

Goshen, Indiana

WALNUT

1ST & 2NDS			
1/2"	30,000'	5/4"	11,500'
5/8"	30,000'	6/4"	2,700'
3/4"	50,000'	8/4"	14,300'
4/4"	25,000'	4/4" Clear Face	14,200'
5/4"	6,350'	NO. 2 COMMON	
6/4"	6,000'	1/2"	4,500'
8/4"	8,300'	5/8"	2,500'
NO. 1 COMMON		3/4"	22,600'
1/2"	18,000'	7/8"	200'
5/8"	17,000'	5/4"	4,100'
4/4"	22,000'	6/4"	900'
		4/4" Shorts	10,000'

East St. Louis Walnut Co.

East St. Louis, Illinois

1ST & 2NDS		NO. 1 COMMON	
3/8"	50,000'	3/8"	50,000'
1/2"	100,000'	1/2"	25,000'
5/8"	160,000'	5/8"	90,000'
3/4"	115,000'	3/4"	150,000'
4/4"	115,000'	4/4"	160,000'
5/4"	40,000'	5/4"	45,000'
6/4"	14,000'	6/4"	27,000'
12/4"	12,000'	8/4"	15,000'
16/4"	4,000'	10/4"	3,000'
		12/4"	9,000'
		16/4"	1,000'

Pickrel Walnut Company

St. Louis, Missouri

WALNUT

1ST AND 2NDS			
1/2"	35,000'	6/4"	10,000'
5/8"	14,000'	8/4"	25,000'
3/4"	19,000'	10/4"	10,000'
4/4"	103,000'	12/4"	6,500'
5/4"	16,000'	NO. 2 COMMON	
6/4"	18,500'	1/2"	10,000'
8/4"	11,000'	5/8"	20,000'
10/4"	8,000'	3/4"	18,000'
NO. 1 COMMON		4/4"	50,000'
1/2"	32,000'	5/4"	8,000'
5/8"	30,000'	6/4"	20,000'
3/4"	15,000'	8/4"	13,000'
4/4"	75,000'	10/4"	5,000'
5/4"	13,000'	12/4"	4,700'

VENEERS

Penrod Walnut & Veneer Co.

Kansas City, Missouri

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8"	40,000'	5/8"	40,000'
3/4"	49,000'	3/4"	50,000'
4/4"	73,000'	4/4"	300,000'
5/4"	12,000'	5/4"	30,000'
6/4"	9,000'	6/4"	14,000'
8/4"	11,000'	8/4"	3,000'
10/4"	1,800'	10/4"	3,000'

KRAETZER CURED LUMBER
In Stock Ready for Shipment
THREE MILLION FEET
of Figured Walnut Butt Veneers
and
TWO MILLION FEET
of Figured Long Walnut Veneers

We Furnish Plain Walnut Veneer
Any Thickness—Cut to Size

R.E.Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:
CONTINENTAL BUILDING.

Baltimore, Maryland

Any Change

In the map of Europe will in no way effect the color or texture of our lumber. It will always be the same uniform, soft textured, even (white) colored stock as before.

Our Own Timber Our Own Mills
Our Own Organization

THE
YARDS Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y. Cincinnati, O.
MOWBRAY & ROBINSON CO.
Manufacturers
Cincinnati, Ohio
MILLS Quicksand, Ky. West Irvine, Ky. Viper, Ky. Hombre, Ky.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD CHICAGO

Doesn't It Look Good To You?

2 4 7 10 11 13 14 15 17 19 20

MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables: George A. Davis, buyer; 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3—30 oak squares. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

OAK

2 cars 4/4 1st & 2nds Pln. Wh.
5 cars 4/4 No. 1 Com. Pln. Wh.
5 cars 4/4 No. 2 Com. Pln. Wh.
2 cars suitable for veneer cores
2 cars 4/4 1st & 2nds Qtd. Wh.
2 cars 4/4 No. 1 Com. Qtd. Wh.
1 car 8/4 1st & 2nds Qtd. Wh.
1 car 8/4 No. 1 Com. Qtd. Wh.

2 cars 4/4 1st & 2nds Pln. Red
5 cars 4/4 No. 1 Com. Pln. Red
5 cars 4/4 No. 2 Com. Pln. Red
5 cars 4/4 No. 3 Com. Pln. Red

GUM

10 cars 4/4 1st & 2nds Sap
20 cars 4/4 No. 1 Com. Sap
5 cars 4/4 No. 2 Com. Sap

Band Sawed Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Carnahan-Allport Lumber Company

SUCCESSORS:

VARNER LAND & LUMBER COMPANY

Ceridge, Lonoke Co., Ark.

Band Sawn Hardwoods

WE PRODUCE OUR OWN STOCKS

Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

A Few Items We Want to Move:

10 Cars 4 4"x 6" to 12" 1st & 2nds Cottonwood.
8 Cars 4 4"x13" to 17" 1st & 2nds Cottonwood.
6 Cars 4 4"x18" to 22" 1st & 2nds Cottonwood.
10 Cars 4 4"x13" to 17" Cottonwood Box Boards.
5 Cars 4/4"x 9" to 12" Cottonwood Box Boards.
5 Cars 5/4"x 6" to 12" 1st & 2nds Cottonwood.
3 Cars 6/4"x 6" & wider 1st & 2nds Cottonwood.
3 Cars 8/4"x 6" & wider 1st & 2nds Cottonwood.
2 Cars 3/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 1/2"x 6" & wider 1st & 2nds Plain White Oak.
3 Cars 5/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 3/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 5 4" Log Run Soft Maple.
5 Cars 12 4" Log Run Soft Maple.
2 Cars 3/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 1/2"x 6" & wider 1st & 2nds Red Gum.
3 Cars 5/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 3/4"x 6" & wider 1st & 2nds Red Gum.
7 Cars 4/4"x 6" & wider 1st & 2nds Red Gum.
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 6 4"x 6" & wider 1st & 2nds Red Gum.
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 3/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 5/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4 4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 3/8"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 4/4"x13" & wider No. 1 Com. Sap Gum.
5 Cars 5/4" Log Run Plain Sycamore.
6 Cars 3/4" 1st & 2nds Plain Red Oak.
8 Cars 4/4" 1st & 2nds Plain Red Oak.
2 Cars 5/8" 1st & 2nds Plain Red Oak.
7 Cars 4/4" 1st & 2nds Plain Red Oak.

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY, Memphis, Tenn.

BOX SHOOKS AND VENEERS

Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

Salt Lick Lumber Co.

SALT LICK • • • KENTUCKY

MANUFACTURERS OF

Eureka Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

TWO SPECIALTIES

FINELY FIGURED QUARTERED RED GUM FOR MAHOGANY OR CIRCASSIAN FINISH AND
FINELY FIGURED EVEN COLOR QUARTER-SAWN WHITE OAK

Write for our booklet how to take care of gum to obtain best results as cabinet wood

G. H. EVANS LUMBER COMPANY, Chattanooga, Tennessee

Wanted

Fifteen thousand 6x8x8 No. 1 Sawn, White or Chestnut Oak Ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

JOHN B. YATES LUMBER COMPANY
PENNSBORO, WEST VIRGINIA

When You Need 4/4 to 8/4 { SAP GUM, PLAIN & QTD. OAK, CYPRESS OR COTTONWOOD } Try Us for Good Grades

The Johnson-Tustin Lumber Company
566 RANDOLPH BUILDING, MEMPHIS, TENN.

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD CHICAGO

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

OAK FLOORING

60,000' ⅜"x1½" Clear Plain White
150,000' ⅜"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' ⅜"x1½" Clear Plain Red
200,000' ⅜"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
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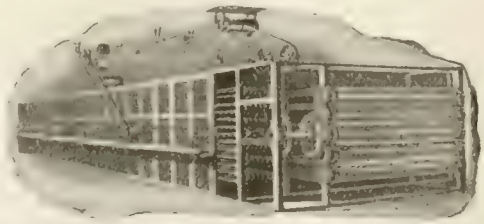

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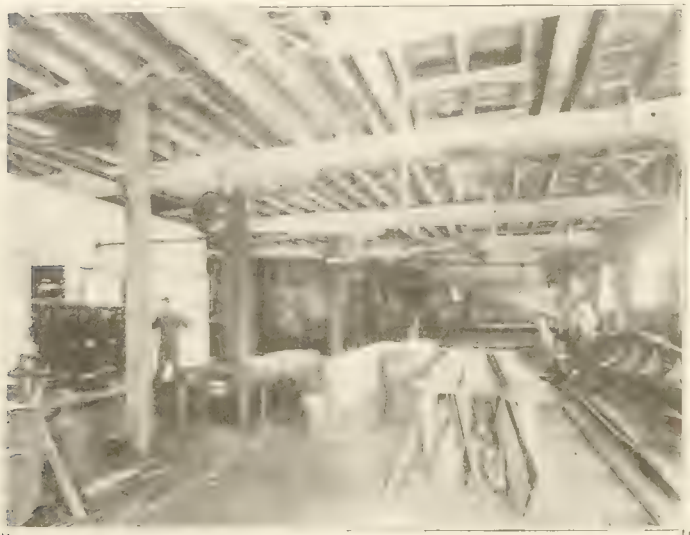

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Review and Outlook

General Market Conditions

VISIBLE EVIDENCE that the issues before the world are clarifying themselves, resulting in a feeling of a greater degree of confidence in the situation, and spreading optimism, characterizes the last couple of weeks' developments. This growing resolve to look for the silver lining is surely to be commented upon and commended, inasmuch as for the most part it is not directly the result of increased prosperity among those so inclined. However, there is a distinct inclination to view favorable business in other manufacturing lines as indicative of probable eventualities among those lines which have not yet felt any direct stimulus.

It is true, so far, that improvement has been confined to more or less special items which would naturally feel an increased call on account of the war time exigencies. But an analysis of our domestic condition reveals circumstances which cannot be overlooked. Unquestionably, the truth regarding the present and immediate future lies between the claims of the optimist and the pessimist. We should not be carried away by undue enthusiasm resulting from occasional spurts of business in specialized items, nor should we overlook the fact that the country as a whole must benefit from the basically strong condition underlying the whole proposition.

As a matter of fact, the balance of trade in favor of this country, which is increasing and has been increasing since the beginning of October, will go a long way toward smoothing the road to prosperity. To further help financial interests, bank reserves have changed from deficit to surplus in the principal banking sections, and the course of exchange has become increasingly normal. There really is no further serious concern over the financial future.

Our staple money-producing commodities, such as corn, cotton and grain, were seriously threatened by the tying-up of foreign shipments, but partial reopening of commercial highways has meant a tremendous relief and will result in relieving a very undesirable condition of financial stringency in the South and grain-producing sections. The importance of this is tremendous.

The average industrial line is operating considerably below full capacity, the most serious consequence being the reduced purchasing power of the operatives. In fact, the average production today is probably not more than fifty or sixty per cent of capacity. Nevertheless, there is a gradual resumption of normal working forces and normal hours. Everywhere there is a strong tendency to do everything possible to retain employes and provide for them a living to which they surely are entitled, and which can not rightfully be denied them as a result of conditions beyond their control, if it is a financial possibility to keep them in service.

We have 112,000,000 people here who have heretofore bought great quantities of raw material and manufactured products from abroad, the extent and variety of these importations never having been realized until we were forced to the knowledge when import shipments abruptly ceased. Surely there can be no question that prosperity will come as a result of supplying those 112,000,000 in our own country as well as taking care of our share of the duty of supplying the rest of the non-productive world.

Export inquiries are coming in for furniture, pianos and musical instruments, cutlery, hardware supplies and for an extensive variety of other products which will cover the manufacturing field, if not completely, at least to a sufficient extent to result in a general feeling of optimism regarding export possibilities.

The exports of lumber are gradually increasing in volume as the feeling of surety that shipments will reach their destination becomes more substantial. Of course, it will not be even a partially normal trade, but it must be remembered that the export mills with very few exceptions are shut down and are not accumulating stocks, but gradually reducing. As a matter of fact, while there is a considerable amount of lumber, the country-wide policy of curtailed production is already beginning to show its good effects in breaking stock, and following the completion of the inventory season, there is no room for doubt that the consuming factories as a general thing will show more active interest in the sawmill offerings.

The building situation is in fair shape and it seems to be strengthened by an easing in the financial situation, due to the emergency currency measure and it in common with other industrial lines has been benefited by the apparent change in political sentiment. Whether or not such sentiment is entirely justified is not as yet established. Nevertheless, there surely can be no one so partisan as to regret some change for the better no matter what the cause might be, or whose toes might be stepped upon.

One probable effect of the war will be that as available labor is decreased as combatants are killed or disabled the average wage will rise to a plane more nearly or a par with American labor. The effect is easily foreseen.

The buyers, according to first-hand interviews, are talking in a slightly different tone than they have been for some time. They are not actually placing orders, but seemingly are feeling out the situation in anticipation of doing so after the first of the year. We have been looking for this break that will result in business "after the first of the year" for some little time, but there is every confidence that the situtaion has so far clarified that there will be no slip-up in the course of events on this occasion.

The Cover Picture

FEW PERSONS WILL EVER again see a forest of wild cherry timber. Such have long been scarce, and are destined to become scarcer still. A single tree of this species, if of log size and good form, is no longer common. A member of the Pennsylvania Forestry Commission stated two years ago that he had found it necessary to travel over much of that state before he was able to find a satisfactory cherry tree to photograph. Yet central Pennsylvania western New York and northern West Virginia constituted the region of wild cherry's highest development in the primeval forests of this country. Depletion has progressed a long way when an extensive search is required before one of these trees can be found of a character satisfactory for a photograph, right in the center of cherry's natural range.

The picture which illustrates the front cover of this number of HARDWOOD RECORD is unusual. It is a stand of cherry timber which it would not be inappropriate to call a forest. It is about as nearly a cherry forest as anyone ever saw, even in the palmy days of lumbering this wood, some seventy-five years ago, when the center of the business was in western New York and northern Pennsylvania.

Pure forests of cherry of large extent were never known. The tree does not grow in that way. Stands of one or two acres were not unusual; but the habit of this tree causes it to grow dispersed among forests of other kinds of timber. The trunk's form is characteristic. It is seldom quite straight, but consists of long, slight curves or undulations. In a forest-grown tree, the branches are clustered at the top, and there are few of them, and the foliage is thin. Such a tree grows slowly, because the summer's leaves are not sufficient in quantity to furnish material for much growth. On the other hand, the open-grown wild cherry is limby almost to the ground, and it grows almost as rapidly as red oak.

It is the slow-growing forest trunk that produces the valuable cherry lumber of commerce. The annual rings are so vague as to be scarcely visible in a polished piece of wood; but a quickly-growing trunk has rings nearly as conspicuous as those of chestnut, and the wood lacks the evenness and luster so characteristic of cherry.

The lesson taught by this is that planted wild cherry will probably never amount to much in a commercial way, because if the trees are far apart, the rapidly grown wood will not be handsome; and if close together, so as to produce slow growth, the period of waiting for the timber to come into market will be so long that taxes and interest will eat the profit out of the investment.

The Story Told by Figures

OFFICIAL FIGURES compiled by the government are beginning to tell the story of the war's effect on the export of American lumber. Heretofore there has been considerable guessing as to what would happen, and some of the guesses have been found nearly correct. The export figures for September are now available, and may be compared with data for the corresponding month last year. It may be said, as a summary of the whole situation, that American exports of forest products have declined nearly everywhere, and have gained scarcely anywhere. Exports to some countries which are far removed from the scenes of hostilities have fallen off to a remarkable degree; but the largest losses have occurred in the trade of the countries actually at war, or in proximity to the troubled areas.

Italy furnishes an example of the war's blighting influence on trade, though Italy is at peace. In September, 1913, American exporters sold 5,878,000 feet of hewed and sawed timber in that country. During September of this year not one foot was sold there. Holland supplies another example. September sales last year amounted to 6,548,000 feet of timber, and not one foot went there during the same month this year. It is less surprising that the sales of this commodity in France and Germany fell from several million feet last year to nothing in the past September.

The only country in all Europe which bought hewed or sawed timber last September was the United Kingdom, that is, England, Scotland and Ireland. Sales there actually increased from 15,554,000 feet for September, 1913, to 16,263,000 for last September. Including all countries of the world, American sales of timber fell from 41,165,000 feet in September, 1913, to 21,214,000 feet for the same month this year, and from a value of $824,575 to $347,504.

The general showing the world over for lumber is about the same as for timber. The total fell from 213,654,000 feet for the designated month last year to 103,329,000 feet this year, a decline exceeding one-half. The only portion of the whole world which bought more of our lumber in September this year than last was British Oceania—that is, chiefly, Australia and New Zealand. It thus appears that Great Britain and its possessions were the only portions of the entire world that were able to increase their purchases of our lumber and timber in the face of the war. This is an instructive commentary on what it means to have control of the sea.

Sales of our furniture abroad have fallen to less than half, when the September of this year and last are compared, that is, from $625,323 to $252,512. Cuba is the only country that increased its purchases of our furniture.

If there is any comfort in the situation for our exporters of forest products it lies in the fact that the markets abroad are becoming empty and when foreigners again begin buying, they will purchase on a large scale to meet the demands of their customers. There is prospect that this will happen before long. Banking facilities between the United States and many foreign countries are being improved for the special purpose of encouraging trade, and when trade again sets our way it will come in greater volume and under better conditions than ever before.

Active Plans for Combating Substitutes

THAT CONCERTED ACTION has been necessary and is increasingly necessary in order that the firms and individuals engaged in the manufacture of lumber and its finished products may maintain a fair share of their legitimate markets in face of the growing propaganda of wood substitute advocates has been realized for a long time. The realization, however, has been individual and not collective in its character. No matter what the individual ideas of lumber manufacturers might be there could be no possibility of accomplishing anything to offset the ill effects of substitute activities without a concerted and aggressive movement binding the lumbermen as one unit in opposition to unfair methods which have been used in many instances in fostering the interests of substitute manufacturers.

The realization has recently been effected that it will be necessary to enlist the active co-operation of distributors of forest products in a pro-lumber movement in order to get in immediate touch with the ultimate buyer.

Such a policy has heretofore been difficult of consummation, as the distributors have for the most part not felt the decreased demand developing from substitutes in lumber, or at least they have not as a class realized that slackness in their business is due in part at least to this changed demand.

Seemingly they have at last realized the situation they are facing in common with the manufacturers and now seem entirely willing to co-operate with producers, especially to prevent the passage of anti-wood ordinances where these ordinances seem direct results of propagandist work of competitive interests.

Plans, as a consequence, are being worked out whereby producers and distributors will co-operate with associations now in the field for the purpose of discussing the whole subject.

The National Lumber Manufacturers' Association is behind the movement and will call a general conference of representatives of all branches of the trade to be held in Chicago during January, 1915. In order to prepare an intelligent program and to make the necessary arrangements, the National association has issued an invitation to the officers of all of the associations of lumbermen, including the local associations of lumbermen in various cities, to attend a preliminary meeting to be held at the LaSalle hotel, Chicago, on December 17.

Thus the question is brought squarely up to individuals representative of lumber organizations and it now devolves upon them to show that they are in earnest and that they fully realize the absolute necessity for checking the inroad of substitutes not only by attending

the meeting, but by coming prepared to offer intelligent and helpful suggestions. They will be treated with some excellent addresses by men in position to discuss various subjects coming under the general heading of inroad of substitutes. The program has tremendous possibilities and cannot but be of extreme benefit to those lumbermen who have the ambition to co-operate in this cause for the benefit of all. Surely nothing of more vital importance to every branch of lumber manufacturing has ever come up. The full co-operation of all lumbermen is deserved and should be forthcoming.

What the Foreign Trade is Offering

FREQUENT REPORTS OF SALES of large volumes of a variety of manufactured articles made in different parts of the United States are bringing pleasing smiles to the countenances of certain manufacturers. To a great extent this has been confined to lines that are, to say the least, remote from lumber, and the average lumberman has been rather inclined to treat the information more or less pessimistically as far as any benefit to him personally is concerned. He feels that a big sale of blankets, saddles and woolen socks, or any other similar article cannot by the most persistent use of the imagination be connected favorably with the lumber business, as far as constituting a good omen for the future of that particular industry is concerned.

This general attitude is rather unjustified as no one will dispute, upon considering the economic laws prevailing under such circumstances, that advancement in any line of industry in this or any other country, if that advance is at all consistent and continued, is going to react favorably upon all other lines, to a lesser degree it is true, but in the end to an appreciable extent.

Of course the orders which have been received have been a mere drop in the bucket of normal export volume, but it must be remembered that so far the tide across the water has but just started and the momentum which it is gaining is going to increase its force tremendously. As it increases, it is going to cover a greater variety of trades and even now it has actually touched the lumber business noticeably. As an instance, there is a firm manufacturing knockdown houses which has just received an order from the British government for 600 such structures, these houses to be used for winter quarters for the troops. As a consequence 7,000,000 feet of lumber manufactured in this country will go abroad in remanufactured form, which is an even better development from an economic point of view. The lumber trade has felt the effect of demoralization of sources of supply abroad in other ways also.

A very pleasing number of sales on different species of stock have been commented upon in these pages from time to time, and these sales have covered large quantities of walnut for gunstocks and other purposes. They have helped the poplar manufacturers, the belligerent nations having purchased very substantial quantities for mess tables. The oak manufacturers have felt the good effect to the extent that they have shipped oak for various construction purposes, for wagon building, for use in naval construction, and in other lines.

It is true, of course, that the warring nations have provided a great quantity of supplies of different kinds, Germany particularly having equipped herself with remarkable thoroughness. However, in the case of some of those nations which are now battling for their very existence, they have relied upon their abilities to secure raw material and manufactured articles from neutral nations rather than in the case as with Germany, of relying strictly upon their own accumulation of supplies and the maintenance of facilities for manufacturing them.

The result will be that as the conflict goes on and a greater and greater number of men is mobilized for army purposes, while at the same time various war accoutrements are being captured or destroyed, there will be increasing necessity for augmenting such supplies. No one doubts for a moment that the United States will furnish the bulk of the raw material at least.

Then it must be remembered that a vast quantity of canned goods will go abroad from this country, and all these goods are packed in boxes which in the main are made of wood. The box business is pretty active even under present circumstances, but it will be increasingly so when the effect of this exodus of American canned foods begins to be felt.

The main point to be borne in mind, however, is that whether the exports are of lumber direct or of manufactured articles made from lumber, any prosperity resulting to any other American industries either as a direct result or as an indirect result of the war, is going to bring, to a corresponding degree, not only actual prosperity to those persons directly affected, but through increased purchasing power of many employes many other lines will be helped. It will have a strongly favorable mental reaction.

With the maintenance of a more sane and optimistic viewpoint, business will be benefitted tremendously. This country has not gone to the dogs nor is it going to the dogs. It is rapidly adjusting itself to conditions which it has never before been called upon to face. When this readjustment is completed, the thought of the country will be directed at the problem of increasing productive capacity rather than sales.

Opening for American Oak

AN INFLUENTIAL LUMBER TRADE JOURNAL of London recently criticized the government for specifying Austrian oak in a contract for book cases in one of the public offices. It was pointed out that there was other oak that could be had. The purpose of the criticism was wholly patriotic, on the part of the English editor who was naturally not pleased to see an order go to a country at war with England. Business men on this side of the sea observe proper neutrality, as between countries at war on the other side; but when it comes to selecting oak for furniture, the American dealer has a right to speak in behalf of American oak.

The international strife is breaking up old trade relations, and new ones will be established. When business is about to change hands, the American lumber dealer who does not try to get his share of the new deal is entirely too timid for his own good. If the English, for reasons satisfactory to themselves, should decide not to use Austrian oak, there is no reason why they should not use the American wood. It is of as high grade as Austrian oak, as high in class, as high in character of its service, and the only thing in which it does not rate as high as the Austrian wood is price.

The commercial oak of Austria, England, Italy, and of most other regions of southern and western Europe, is all of the same species. If there is any difference in the wood, it is a difference due to soil and climate. It is handsome and substantial. Its color is a little darker than old, mature American white oak, and not so dark as old red oak. It has a pleasing, subdued tone. It may be quarter-sawed, and that is sometimes done; but it is said that the plain-sawed stock is more popular in Europe; and it is certain that little quarter-sawed European oak is ever seen on this side of the Atlantic. When this oak comes over here it is sold at about double the price of mahogany.

It is not claimed that American oak is an exact substitute, but the claim can be made without reservation that it is as handsome and as serviceable. It would seem to be an auspicious time for American dealers in high-class oak, suitable for furniture, to gain a footing in European markets. It is useless to waste time with poor or common stock. The English are good judges of wood, and while probably somewhat severe in condemning what does not please them, they are fair in their decisions. The American oak should win on its merit, and it ought to be given a chance to take some of the market which Austrian oak seems in a fair way to lose.

One of the most expensive woods used regularly in an established industry in the United States is boxwood, the favorite material for wood engraving. It has been quoted at four cents a cubic inch, and about $1,300 by the thousand board feet.

What is supposed to be record speed in getting men to a forest fire is reported from Oregon, where on one of the national forests, a ranger went to town, hired ten men, and got this force to the fire twelve miles away within forty-eight minutes after he was notified by telephone.

World Markets for American Lumber

BY HU MAXWELL

SEVENTH ARTICLE

Editor's Note

The eastern and southern regions of Asia are old in history but new in the lumber trade, so far as American supplies are concerned. Lumber from the Pacific coast of the United States is now beginning to enter some of the districts of India which ages ago shipped structural timbers 5,000 miles to the Euphrates valley to build cities which became ruined mounds centuries ago. Thus do the centers of lumber supply change. America is now one center, and Siberia is destined soon to become America's rival in the regions of eastern and southern Asia. At the present time the lumber exporters of the United States are securing a foothold. It is no more than that yet, but the trade should greatly increase in the near future. Asia is populous; it has valuable resources; its people have been traders for thousands of years, and they are anxious to extend their export business. The time is opportune and the occasion is favorable for pushing our trade in that field. The Panama Canal is open, and it should lead to an increase of hardwood products in our business with Asia. The disturbance of former trade relations between that region and Europe ought to increase opportunities for export of American lumber to the Orient.

The countries of eastern Asia constitute a field for the sale of American lumber, but it awaits development. At a few points here and there a market has been found, and in certain centers the sales have been satisfactory; but as a whole, and considering the extent, resources, and population of the region, only the first steps have been taken toward placing American forest products on a proper footing there.

The trade has been confined almost wholly to species which are lumbered in California, Oregon and Washington, therefore, softwoods. The eastern hardwoods have not yet entered, except in the form of cooperage, furniture, or some other manufactured articles; and the trade in these articles has not been large.

At the present time there is no reason to expect much increase in our exports of hardwood lumber to eastern Asia. That region's hardwood resources are as large as ours, at least in variety, and apparently in quantity also. It would seem that whatever field is open in eastern and southern Asia for the sale of American hardwoods will take finished products rather than rough lumber.

The prospect is quite different and much more encouraging for American softwoods. When they reach the shores of Asia they are not compelled to compete with native softwoods on such a close basis that all profit is squeezed out of the transaction. There are softwoods in eastern Asia, but south of Siberia they are of a rather poor kind; and, except small stuff, they are not plentiful. This can be shown more fully by a brief discussion of the probable supply of timber in the leading Asiatic regions where the American lumber dealers are looking for trade.

Siberia

Siberia, as is well known, is a province of Russia. It is a vast region with resources very similar to those of Canada, and its area is even greater than that of Canada. It has 27,000 miles of navigable rivers. One railroad crosses the country from east to west, and there are branch lines of considerable length, but aside from these railroads and the rivers, the country is without facilities for moving heavy freight. The State of Illinois has more railroad mileage than all of Siberia. It is apparent that the forest resources have not been greatly developed under such conditions. Nearly all the natives are of Mongolian or Chinese origin; but in recent years many Russians have settled in the country, and a few people of other nationalities. Practically all of Siberia, or as much of it as was considered worth claiming, was at one time or another a part of the Chinese Empire.

Its forest areas are enormous. They extend 4,000 miles, from the Ural Mountains to the Pacific Ocean. They run north until they finally disappear in the cold country toward the Arctic ocean, just as the case is in Canada. Southward, they overlap into China; but in the southern portions there are treeless regions as well as forests; while in other parts of southern and eastern Siberia the wheatfields resemble those of Manitoba. The clearing of land for agricultural purposes is in active progress, and forest fires are ruining large areas of forest, exactly as has happened in the United States and Canada.

Siberia's Forest Resources

Apparently no official survey of Siberia's forests has been published; but travelers have crossed the country in every direction, and from their descriptions a general idea of the timber resources may be had. One of the books ("Siberia and the Great Siberian Railway") gives a good summary in a single paragraph:

"There are many localities where for tens or hundreds of miles in every direction stand clean plantations of pine which, with their interlaced summits, hide the sky. The absolutely naked trunks, rising perfectly straight to an enormous height, are so monotonous that a man who once chances in such a part of the Siberian primeval forest, cannot find his way out again."

A partial list of the timber trees of Siberia is given below. Some of these at the present time are so remote from means of transportation that they cannot reach market for years to come. In fact, most of the timber of Siberia is in that situation.

By consulting a map of the country, it is seen that nearly all the large rivers of Siberia flow away from the railroad; that is, the railroad through the country crosses the headstreams of those rivers. They cannot be utilized for floating logs to the railroad. If lumbermen should try to float logs or rafts on them, the farther they floated, the greater distance they would be from market. Therefore, the country's forests cannot be marketed at the present time by using the rivers as means of transportation; but additional railroads must be built, which, in time will be done.

Among the timber trees of Siberia which are now of commercial importance, or promise to be in the future, are a number of oaks. The Japanese oak is one of them in the southeastern part of Siberia and over the border in Manchuria. This oak is regularly sold in the Pacific coast cities of the United States where it competes directly with American oaks. It competes also with American oak in some of the European markets, and, of course, it is so firmly established in the markets of eastern Asia that oak from the United States has little chance there.

Japanese Oak

Japanese oak is not a single species, but consists of at least three. In most markets all pass as one. All are found on the mainland of Asia, though probably all are not met with as far north as Siberia. The supply seems to be ample. These oaks occur over a region half as large as the United States, but are lumbered principally in southeastern Siberia, Manchuria, Korea, and Japan. This oak appears to be the most important hardwood of eastern Asia, and American exporters will meet it in many markets.

Siberia has three elms, *Ulmus campestris, pendiculata,* and *montana.* It cannot be ascertained that any of this wood is now going to market outside of Siberia. Supplies are said to be large.

The country has at least four kinds of maple, but there is little information concerning quality, but in some regions the trees reach large size.

Two species of ash occur, *Fraxinus excelsior* and *manshurica.* The wood looks like the common white ash of the United States.

There are large forests of birch. Trees are generally small and are similar to the white birch of New England.

Aspen or popple is abundant and is of the same quality as that growing in New England and the Lake States.

There are three species of basswood in Siberia, and they are said to be of excellent quality and abundant.

Two walnuts are native in the country. They closely resemble Circassian walnut, but they are more valuable for the nuts they bear than for the wood; consequently, little Siberia walnut lumber reaches market. The two species are *Juglans stenocarpa* and *manshurica.*

The foregoing are hardwoods. They are not the rivals most to be feared by American lumber exporters. The softwoods from the Siberian forests may be expected to make a fight for the markets of eastern Asia, though they have not yet done so. If the popular names of the softwoods are relied upon, there is danger of error in classifying them. What is called "Ayan pine" is a spruce (*Picea ajanensis*); another called pitch pine is likewise spruce (*Picea orientalis*); the tree known as Siberian cedar is a pine (*Pinus cembra*). The Siberian fir (*Abies siberica*), the Siberian larch (*Larix siberica*), and Dahur larch (*Larix dahurica*) are softwoods growing aboundantly over large areas. Another pine (*Pinus communis*) is said to be plentiful. Manchurian cedar, an important timber tree, is another case of misnaming. It is not a cedar but a pine (*Pinus manshurica*).

The foregoing Siberian softwoods may be expected to put in their appearance in the markets of eastern Asia as soon as transportation facilities provide means for taking them out of the forests.

Time only can tell how keen will be the rivalry further south in Asia between these Siberian softwoods and those exported from California, Oregon, and Washington. There is little rivalry now, because the Siberian product is not going to market in distant regions. Douglas fir and redwood from California and Washington can be laid down in Hongkong, Singapore, and other ports of China and the southern countries at less cost than can the softwood from northern Asia. That may not be the situation always.

If general descriptions may be relied upon, Siberia has much large timber; but absence of exact information on this subject should be noted. Probably the country produces nothing of size to match the large structural timbers cut from Douglas fir.

Japan

Though Japan is a small country, it produces large quantities of timber. Forests are cared for like farm crops, and lumbering is carried on after the most economical methods. The wooded lands cover 55,000,000 acres. These are stocked with the best classes of timber, and the yield per acre is high. The oak was mentioned above in connection with Siberia. Practically all Siberian species grow also in Japan, but the thrifty Japanese do not permit unprofitable kinds to cumber the ground. The best kinds are given the best chance. The result is that Japan, in proportion to its size, is probably the best timber producer in the world. Its lumber merchants are keen competitors of the Americans in the markets of eastern Asia. However, the Japanese are handicapped in markets where large dimensions are wanted. They have nothing to match Douglas fir cut in Washington and Oregon. They cannot afford to let their timber stand long enough to attain such sizes as are common in the forests of our Pacific coast states.

Japan's strong point in contending for markets is in pushing small sizes of timber vigorously wherever purchasers are to be found. Utilization is close and prices can be made low. Railroad crossties constitute an important item in Japanese exports. Their carefully managed forests produce these in great numbers. They can grow a carload of cross ties on a plot of a few square rods, and they have the knack of making every rod count. The Japanese oak which in California, Oregon, and Washington, is beginning to crowd out American oak, is grown in the same economical way. Individual transactions are small, but the American lumber exporter to the Orient will find Japanese forest products the keenest rivals that he will be called upon to face in that field. However, that competition will be less severe where dimension stock of large size is concerned.

China

The popular belief that China is a country without timber is wrong. The income from its forests exceeds that of Japan, but China is a much larger country. However, the typical Chinese forest is a thing different from what it is in America. The Chinese do not grow timber, they grow poles. They plant the seed and care for the plantations; but when the poles are from six to twelve inches in diameter, they are ready for the market. "Foochow poles," so named from the district where most of them are marketed, are sold by the million. The sales annually at one depot to which place they are brought down the rivers, amount to $5,000,000. The region back of Foochow, toward the interior, has been described as "resembling a crazy quilt," with its thousands of woodlots of evergreen trees interspersed among thousands of farms.

China is a large country, and all kinds of conditions prevail. Some vast regions are absolutely treeless, others are fairly well timbered. The poles are not sawed into boards. Their principal use is for house posts. Houses there use many posts to support the walls and porches. The poles are all softwoods, usually pine and fir. They are rough and knotty, and are often used without much dressing or smoothing. In fine buildings these rough, knotty poles may be covered with gilt or paper to hide the knots.

The exporters of building lumber to China must meet that competition. Chinese shacks have little use for sawed beams, rafters, and siding. Poles, bamboo, thatch, brick, and tile are the building materials. The construction timbers sent from America are bought by the builders of railroads, wharfs, and modern works of various kinds. China now has 6,000 miles of railroads, and a program, which will doubtless not be carried out for a long time, provides for 75,000 miles more. Sun Yet San's scheme called for railroads crossing the empire in various directions, ultimately connecting with western roads at Constantinople.

The lack of roads in China makes the distribution of lumber difficult. Boats on the rivers reach portions of the interior, but nothing heavy can be moved inward from the river banks. There are no roads, and wagons are practically unknown. Highways are usually paths for footmen or for wheelbarrows.

Southern Asia.

The countries of India, Siam, Burma, Indo China, and the Malay Peninsula constitute a densely populated region of southern and southeastern Asia where some American lumber is beginning to find its way. Our exports to those countries are principally softwoods. Little prospect is seen for a hardwood market there, because those countries have hardwoods of almost infinite variety. With such they supply not only their home demands, but they export certain kinds to America and Europe. Ebony, padouk, teak, and satinwood are well known imports into the United States from those countries. There are many more which occasionally come to us, and hundreds of others would come if our markets would take them.

It would appear to be a hopeless case for America to attempt to secure a foothold for its hardwoods in southern Asia in face of the almost infinite variety of native woods which would be active competitors; but there is good prospect of increasing the sale of certain articles there, which are manufactured in part of American hardwoods.

Agricultural implements are the most promising class. American manufacturers of such implements consume 321,000,000 feet of wood yearly, and any extension of the market for the product will increase the sale of hardwoods. There is a small market in that region for American furniture and for vehicles, and a prospect of increasing the market. Some supplies of that kind, which formerly came from Europe may be expected to drop out of the markets of southeastern Asia, and Americans ought to be able to make substantial gains there.

The prospect for an increased sale for softwoods in that region is encouraging. Most of southern Asia is tropical or semi-tropical, and softwoods are usually rather scarce in such climates. The mountains of northern India produce cedar and pine, and some of the timber is of large size and excellent quality; but it is too far from the coast to compete seriously with the cheap and abundant softwoods of Washington, Oregon, and California, especially on the eastern coast of southern Asia, where the American woods are securing a foothold.

Although labor is cheap in southern Asia, lumber operations are expensive because of the primitive methods in use in cutting the timber and bringing it out of the forest, and also because much of the timber is remote and scattered. Teak in the Rangoon country, it is said, scarcely averages one good tree to the square mile. Some of the timber which reaches the market on the coast of Siam and Indo China has been floated a thousand miles down rivers. Timber from Washington and Oregon should have no difficulty in competing with native timber of southern Asia which reaches market along a route so expensive.

Exports of Lumber

The exports of lumber and other forest products from the United States to the countries of eastern and southern Asia for 1913 are shown in the following statistics:

Round timber amounting to 11,000 feet, board measure, was shipped to Hongkong, while Japan bought 753,000 feet. Hongkong bought 14,000 feet of square timber, and Japan 241,000. Lumber shipments to the various countries are here shown:

DOUGLAS FIR

Country	Feet
China	[illegible]
British India	14,698,000
Japan	14,312,000
Hongkong	6,760,000
Straits Settlement	228,000
Korea	155,000
Siberia	[illegible]
Total	125,682,000

China purchased 37,000 feet of shortleaf pine lumber, 78,000 of spruce, and 319,000 of all other kinds, and Hongkong bought 123,000 feet of miscellaneous kinds. Redwood found purchasers in the following amounts: British India 2,000 feet, Hongkong 15,000, Japan 64,000. Forty-one thousand shingles were shipped to Japan.

Cooperage Exports

The countries of eastern Asia are good customers of American boxes and cooperage, as the following figures of exports for 1913 shows:

BOX SHOOKS

Country	Value
Straits Settlement	$2,466,632
Hongkong	544,750
China	304,948
Japan	172,000
British India	5,022
Siam	36
Total	$3,491,288

FALL'D SHOOKS

China	$174,638
British India	2,854
Hongkong	100
Japan	100
Total	$177,692

STAVES

	Number
China	220,780
British possessions	154,298
Total	375,078

EMPTY BARRELS

China	$20,212
British India	16,600
Hongkong	73
Japan	38
Total	$36,923

[illegible] COOPERAGE

China	$ 9,221
British India	8,444
Japan	2,687
Siberia	57
Hongkong	25
Korea	10
Total	$20,444

SAWED AND HEWED

Korea	$1,796
Japan	620
British India	450
China	175
Siberia	36
Total	$3,086

PLANED

[illegible]	$ 74,900
[illegible]	25,125
Straits Settlement	15,142
Japan	11,830
Korea	6,812
French China	4,791
Hongkong	3,532
Siam	2,056
Japanese China	991
German China	352
Siberia	209
[illegible]	133
Total	$146,153

TRIMMINGS AND MOLDINGS

British India	$5,591
Japan	1,608
Korea	1,385
Straits Settlement	525
China	483
Total	$9,592

INCUBATORS

British India	$470
China	286
Japan	122
Straits Settlement	50
Total	$928

WOODENWARE

British India	$4,175
China	2,258
Straits Settlement	623
Korea	50
Total	$7,106

WOOD PULP

	Pounds
British India	84,158
Other British possessions	9,052
Straits Settlement	6,701
Total	99,911

OTHER MANUFACTURES OF WOOD

Japan	$ 84,978
China	13,155
British India	10,133
Hongkong	7,342
Korea	2,615
Straits Settlement	2,418
Siberia	716
Algeria	281
Siam	258
Total	$121,797

Eastern and southern Asia are qualified to carry on a large timber trade with the United States. They have abundant products to exchange with us, and many ways in which they can use American lumber. Nearly or quite one-half of the world's population is contained in the countries of eastern and southern Asia. This enormous population is not found on the immediate coast only, but it is within trading distance of the coast, if means of inland communication were modernized. That will not be fully accomplished for many years; but in the meantime there is room for a great expansion of our lumber trade in those regions.

Distance From Markets

Asia is no farther than South America from the Pacific coast of the United States. The distance from Seattle to Japan is 4,200 miles, and from San Francisco 4,536. Of course when the coast of Asia has been reached, it is still a region of "magnificent distances." The markets of China, Siam, and India are far beyond Japan, but the distance is easily and quickly covered by the fast ships that distribute our Pacific coast lumber to many remote parts of the world. Distance is not a serious problem in the lumber trade when transportation follows the routes of the high seas.

The shipment of furniture, cooperage, and other manufactured forest products from the eastern, middle and southern states has been greatly helped by the opening of the Panama canal. Cargoes can now be sent by water from origin to destination, which formerly were shipped by rail to San Francisco or Seattle, and transhipped from those ports by water.

The eastern coast of Asia, principally China, is anxious to find increased markets for tea, rice, silk, furs, chinaware, and certain kinds of woodenware and furniture. India has much the same class of articles to sell, with others in addition. With these commodities they can pay for lumber and other forest products which we sell them. Trade is seldom one sided. There must be an exchange of commodities. Those regions of Asia are as anxious to sell to us as we are to sell to them. When that condition exists, the way is easily opened for profitable trade both ways. Ships that go loaded one way are not under the necessity of returning in ballast.

Chair Makers' Annual

The annual meeting of the National Association of Chair Manufacturers came to a close November 13, at noon, following beneficial discussions and the transaction of business of importance.

The following officers will serve during the approaching year:

PRESIDENT, A. W. Highfield, Sheboygan, Wis.

VICE-PRESIDENT, Ashton P. Derby, Gardner, Mass.

TREASURER, Nels Johnson, Chicago, Ill.

SECRETARY, J. L. Maltby, Chicago, Ill.

EXECUTIVE COMMITTEE: Calvin H. Hill, Chicago, Ill.; E. A. Zundell, Sheboygan, Wis.; J. H. Conrades, Jr., St. Louis, Mo.; K. P. Burkhardt, Dayton, O.; M. J. Murphy, Detroit, Mich.; C. L. Finch, Thomasville, N. C.; M. H. Gunlocke, Wayland, N. J.; F. M. Fenton, Buffalo, N. Y.; M. J. Greenwood, Gardner, Mass., as well as all officers.

The opening session was given over to the hearing of addresses of welcome and responses. The first session was called to order by President Highfield and George S. Powell was the first speaker. He welcomed the visitors to this city on behalf of the city of Asheville, the local Board of Trade and the Appalachian Park Association. He said that in selecting Asheville as the place of holding their meeting, the chair makers eliminated all spirit of commercialism, remarking that the visitors to and residents of the "Land of the Sky" are so busy drinking pure mountain water, seeing sights of grandeur and exploring excellent systems of highways that they have but little time to use chairs.

On behalf of the Western North Carolina Lumber and Timber Association President W. O. Riddick welcomed the visiting manufacturers to this city. He referred to the fact that Asheville is in the midst of a great hardwood district and invited the visitors to visit the various lumber plants of the western counties of North Carolina before returning to their homes throughout the country.

Mr. Conrades responded to the addresses of welcome, stating that the members of the organization are delighted with the city of the clouds and have been impressed with the spirit of hospitality in evidence on every hand. He remarked, however, that the chair makers would not be able to spend a great deal of time in the pursuit of pleasure, saying that the meeting was purely a business session at which the manufacturers would discuss matters of vital interest to their commercial welfare.

One of the interesting features of the meeting was the decision of the organization to use its influence to secure country-wide endorsement of the movement to hold but one exposition a year, this decision being reached following an interesting address delivered by Mr. Derby, who urged such action. In presenting the matter, he declared that the holding of various shows in many different sections of the country works a hardship on the manufacturers and the jobbers, the cost of making the exhibits at all seasons and in different sections being a heavy expense on the former while the expense and loss of time necessary to attendance upon many expositions each year keeps the attendance small among the latter. Benefit will accrue both to the manufacturers and the jobbers by holding but one exposition a year, the speaker declared, and in this declaration he had the endorsement of the other members of the organization.

The discussion of factory efficiency by L. J. Cleary, Grand Rapids, Mich., was heard with close attention. Mr. Cleary declared that the manufacturer must devise methods which will make all of his departments work in harmony with the minimum expense, loss of time, wear and tear of machinery and accidents to employes. He gave some interesting experiences gained along these lines. Following his address, the members exchanged ideas as to the best methods of producing a product which will not suffer in quality at a smaller outlay of money.

Chairman Fenton, of the committee on freights and tariffs, reviewed the work of his committee during the past year and reported that excellent progress is being made on the movement looking to the adoption of a uniform classification of chairs and other packages shipped from chair factories, both in carload lots and smaller quantities. The speaker said that the members of his committee are impressing upon the freight officials of the different railroads that the association is not antagonistic to the interests of the carriers but is desirous that chairs be handled with a fair profit and with the minimum loss of time and breakage. He said that many reports have been investigated during the past year, and expressed his appreciation of the services of the other members of his committee and the spirit of co-operation manifested during the past twelve months among the members of the organization.

J. T. Ryan, High Point, N. C., secretary and treasurer of the Southern Furniture Manufacturers' Association, spoke at length on the problems which have confronted that organization during its career and the methods which have been resorted to in solving them. He said that the question of freights and tariffs had given the members no little trouble and gave some of his experiences.

It was decided at this meeting to hold the association's next meeting at Chicago on May 14 and 15.

The King of England has given permission to have a part of the royal estate placed at the disposal of the school of forestry at Cambridge University for purposes of experiment and demonstration.

The Russian government has placed an embargo on all kinds of lumber, to prevent its exportation; walnut lumber, including Circassian walnut, much prized by American furniture makers, is specifically mentioned.

Recent experiments indicate that round timbers of all the pines, of Engelmann spruce, Douglas fir, tamarack, and western larch, can be readily treated with preservatives, but that the firs, hemlocks, redwood, and Sitka spruce, in the round, do not take treatment easily. This information should be of value to persons who contemplate preservative treatment of round posts, poles, or mine props.

EXCITED BYSTANDER: "What's happened, officer; is he hurt?"
OFFICER: "Naw, he just sold a car of lumber."

The Lumbermen's Round Table

Importance of Proper Piling

Never has importance of proper piling of hardwoods been more thoroughly or more widely demonstrated than during the past year. Those who have their lumber stock well piled find that it has benefited by waiting for orders because it has dried out more thoroughly, thus reducing the freight item enough to pay interest on the capital involved in carrying the stock over. On the other hand where lumber has been improperly piled the result of delay, and standing in piles, has meant depreciation in value. It has led to crooked stock and to stain and decay, and where too close to the ground on poor foundations it has been an invitation to worms and insects. One of the important lessons the trade has learned the past season is that proper piling is worth while, and if this lesson is taken home more care will be taken, both in the equipping of foundations and in piling the lumber.

Different Angles of the Selling Game

During the period of the slow movement of stock there was in evidence several radically different ideas as to what should be done about the selling end of the business. Some, realizing that it is not a time to push business but to go slowly and wait for the demand to revive, take life lazily and pass considerably more time playing golf than they would have done had the lumber trade made heavier demands upon them. Others feel that the way to stir things up is to get out and hustle, and the harder it seems to sell stock the more industriously they circulate over the territory so as to get what orders are to be had. There is no question of the good logic of letting the trade rest at times and letting up on the effort to force sales. This is logic founded upon sound reasoning. On the other hand, there is no question but that the fellows who industriously cover their territory while others are taking their ease get some of the trade that might otherwise have gone to their competitors. So there you are, and you can take your own choice as to which is the wiser course. The interesting point is seen in the different angles from which different people view the matter. Some of those who keep quiet and hold their lumber may eventually be more benefited than had they pushed sales more energetically. On the other hand, some of the industrious fellows have gained a foothold that will make them more important factors in the trade in the future.

The Advertising Side

One of the inferesting and important phases of every business is the advertising side. Sometimes, too, some queer contradictions are presented. When business is good there is some disposition to treat the question of advertising lightly. On the other hand when a business depression comes along many people seem to think the place to cut down expenses is in the advertising. The fact of the matter is, there is seldom a time when it pays to let up on advertising, except when one is preparing to retire from business, and then there is some special advertising called for to clean up the business and sell out the assets. If there were ever a time when it is a mistake to curtail, that time seems to be right now, especially in the lumber trade, and the logic may apply to many other lines. There is a shifting about, an opening of new channels and a general reorganization in trade lines, and the man who would keep in touch with these and get what is coming to him is losing an important line of connection when he cuts down his advertising. The new customer looks over advertising in the trade papers to find what he wants and it is through trade paper advertising that most of the new connections for fresh channels of trade will be built up. That is why it would seem false economy to trim down on advertising at a time like the present. Instead of doing that, those who want business should be making their wants known and should be exploiting their business conspicuously through advertising.

The Item of Rosewood

Rosewood is an item in the cabinet and some other branches of the lumber trade that many people have mistaken ideas about. Rosewood is considered by some as being a relative of mahogany, though somewhat redder. In reality it is more closely related to ebony. It is dark and heavier than mahogany and it is difficult to get it in wide boards or big logs. The logs are usually small and rough and, in size and shape, suggestive of Circassian walnut, but much heavier. Rosewood is often sold by the pound at prices varying from about three cents for the logs to fifteen cents a pound for bits of rosewood lumber. Since it is a decidedly heavy wood it doesn't take much of it to weigh a pound and it really is entitled to be classed as one of the most expensive of the imported woods used in this country.

Odd Effect of Price Slashing

"It is a peculiar fact," said a hardwood man who had just come in from a selling trip on the road, "that a man can overreach himself even in price cutting to sell hardwood lumber. I have met in my rounds some remarkable offers in the way of low prices on stock, evidently made by men who were desperate to get business and thought that was the way to do it. Their prices were so much lower than those generally quoted by reputable concerns that the prospective customers are afraid of them. I have sold to men who had prices so much lower than mine that it would make a big difference in a carload of stock. They were, too, men who were looking for bargains and driving prices down to the lowest notch. Yet when some fellow came along with too much of a cut in prices they were afraid the excessive reductions could be made up only by a shading in the quality of stock, inferior service or some other item. It is likely that an occasional cut of a dollar or two does land an order here and there, but those who have thought they could surely land business by making deep cuts have simply overreached themselves and scared their customers out of buying."

This incident strongly supports an idea that has been advocated heretofore, that invariable price cutting creates an impression of inferior quality, whereas to ask a higher price than usual, while it may not land a sale at the time, does leave an impression of quality of a superior product, and that is worth something. It is worth more, perhaps, than many a lumberman gives it credit with being.

Walnut Is Still Coming

Manufacturers of American black walnut are jubilant over prospects for the January furniture shows. Though the wood was prominent at the July exhibitions, something like two score factories showing walnut goods, a much larger number of furniture houses will include walnut in their lines in January, it is predicted, while those which have been using the wood during the past year will be able to make a more elaborate and inclusive exhibition. Since July, too, a number of manufacturers have begun to try out walnut, and have had sufficiently good results to warrant the development of this feature, and their displays will, of course, include something in walnut.

Walnut men are also noting with much interest that retail furniture dealers in a good many cities are featuring walnut furniture in their newspaper advertising. This is especially pleasing in view of the fact that it is disseminating information about the situation among ultimate consumers, whose verdict, in the last analysis, must be heard before reaching a conclusion on the subject. This publicity is not only stimulating interest on the part of the public, but it is also resulting in calls for walnut goods from dealers who have not been carrying them to factories which have not been making them, and is thus helping to get other manufacturers started along this line.

Altogether, prospects in the furniture trade are declared to be unusually good.

Outside of its use for fence posts, black locust finds its principal utilization in insulator pins and brackets for telegraph and telephone lines.

One hundred shade trees will be planted by the Massachusetts Forestry Association in cities or towns of four population classes which win prize contests for excellence in street tree planting.

The Greenheart Industry

BY C. D. MELL, FOREST EXAMINER, FOREST SERVICE

A new foreign wood often meets with a very indifferent reception in the American markets, and the enterprise of commission merchants and timber dealers in their attempts to develop a market for a little-known wood, is, as a rule, ill requited. Sometimes the fault lies in not properly grading the wood that is shipped, but more often certain kinds are selected which satisfy no present want and for which a demand has first to be created. Although the wood itself may be intrinsically valuable, and may subsequently come into general use, yet the process of establishing a trade among large wood users who generally have strong prejudices against a wood not well known, is so slow that the original importer almost invariably suffers loss. Deficiency of information concerning the origin and properties of a new wood is another fertile source of injury to experimental importations.

SHOWING THE STAGING ON WHICH THE MAN WHO FELLS THE TREE HAS TO SUPPORT HIMSELF. IT IS SAID THAT THE WOOD NEAR THE SURFACE OF THE GROUND IS TOO HARD TO BE CUT WITHOUT BREAKING THE AXE, AND FOR THIS REASON ALL TREES ARE CUT FROM SIX TO EIGHT FEET ABOVE THE GROUND

Timber is one of the most important requisites in the arts and manufactures, and although in these days iron and steel have superseded wood for shipbuilding, and concrete is now largely employed for wharf construction and various other purposes, yet wood never can be entirely supplanted by its formidable rivals. Chief among the uses requiring strong and durable woods are ship and harbor construction. The native timbers that excel for these purposes are becoming rather scarce, or cannot compete with certain new woods that can be obtained from other countries. The various powerful tendencies of modern building and marine construction seem to point strongly toward a larger consumption of foreign timber.

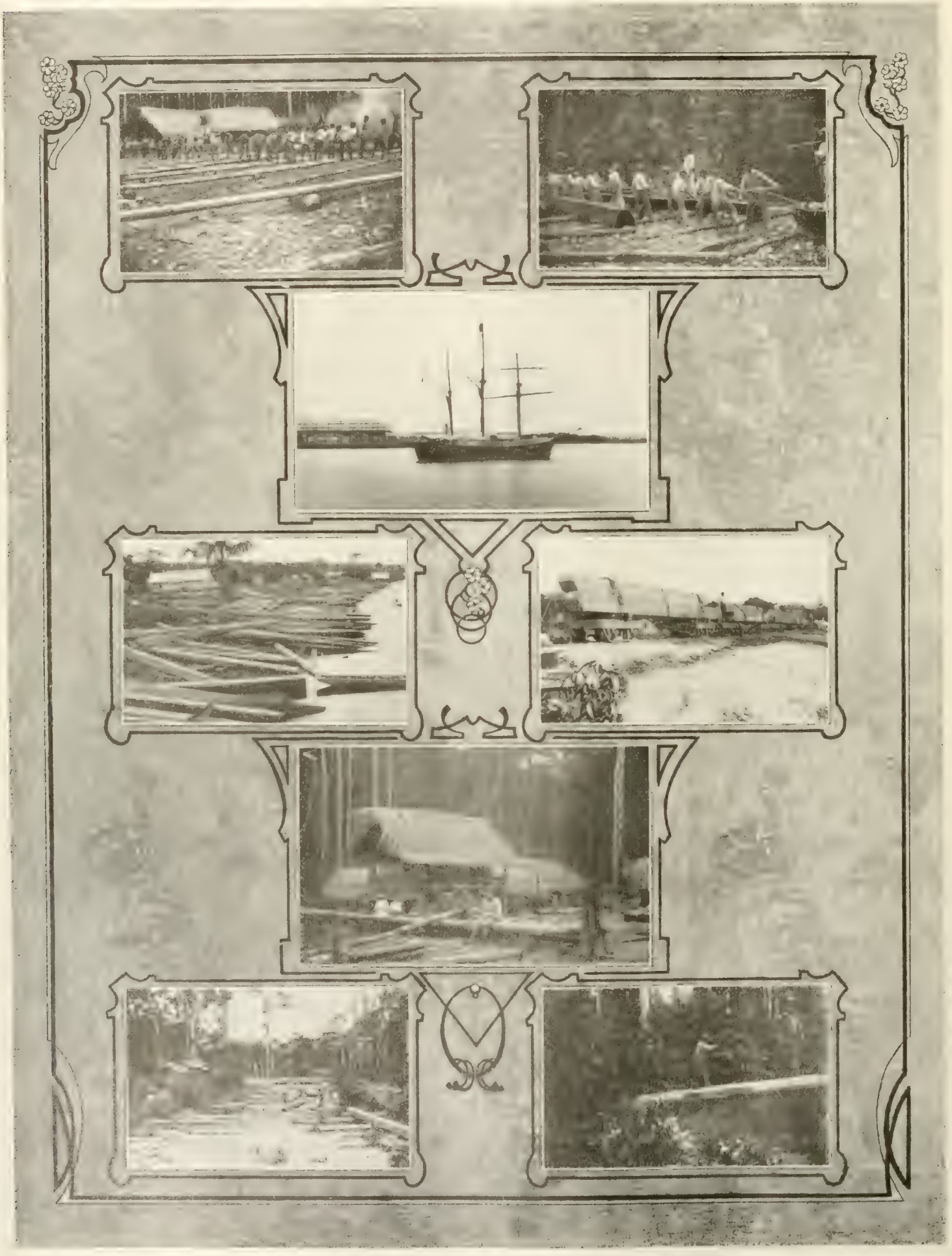
One of the best timbers in the world which has recently attracted some attention in this country for marine construction is the British Guiana greenheart. While this wood has been known and used rather extensively in England, Holland, and France during the last hundred years, it did not reach the American markets until a few years ago. It is the opinion of those who are familiar with this wood that if it were better known it would enter largely into construction in the United States, especially in places where timber of a more perishable character cannot be employed, and where, in consequence, some more expensive material has to be substituted. A number of attempts were made in the past to interest marine architects in this country to specify greenheart for wharf and boat construction, but in nearly all cases the high price of the rough hewn logs served to discourage its use.

It seems opportune to dwell briefly upon the character of the greenheart tree, as well as upon the qualities and uses of the wood, which is recognized abroad as the foremost timber for marine construction. The consideration of greenheart is especially appropriate at this time, because it is now being used on the lock and dock gates on the isthmus, which is the best means of bringing it to the notice of those by whom alone greenheart can be brought into still greater repute. Greenheart cannot, therefore, be regarded as an altogether new wood in this country for marine structures. There are a great many other uses to which it can be put, and the sooner these become more generally known the greater will be its use.

A GROUP OF GREENHEART TREES

The greenheart is one of the *Nectandrae* so common to the tropical parts of South America. This species, which is botanically known as *Nectandra rodiaei* Schomb., is found principally in the Guianas and eastern Venezuela. The largest and most desirable trees grow just back of the alluvial deposits and in the slightly elevated regions where the soil consists of clay and sand. It is a large, evergreen tree, ranging from sixty to one hundred feet in height, and from two to four feet in diameter. The mature trees are without branches for three-fourths of their total height. They

A MASSIVE GREENHEART TREE FALLING. THE LOG OBTAINED FROM THIS TREE MEASURED 85 FEET IN LENGTH AND 14 INCHES SQUARED IN THE MIDDLE



SEE OPPOSITE PAGE FOR INSCRIPTIONS

generally have clean, symmetrical boles for the first fifty or seventy feet, and timbers from eighteen to twenty inches square can often be obtained. Logs eighty-five feet to the first branch and fourteen inches square have been cut. The crown is open and broad, with a few heavy branches.

The sapwood of greenheart is usually of a pale yellow color and the heartwood varies from a light grayish-brown to cinnamon or almost black. On exposure the wood invariably turns darker. The color of both the heartwood and sapwood varies considerably in different trees, and in different parts of the same tree. The heartwood may, in fact, vary from pale yellow to black, and just what the actual color is cannot be ascertained until the sapwood has been cut through. The proportion of sapwood is usually excessive, especially in young trees, often amounting to one-fifth, and sometimes one-third of the volume of the trunk. This, however, has little effect upon the lasting qualities of wood when used above water.

The heartwood of greenheart is exceedingly hard and heavy (specific gravity ranges from 1.08 to 1.32, or about 75 pounds per cubic foot), tough, strong, elastic, and fine-grained. It is said to be the strongest timber in use, with a crushing strength of 12,000 pounds per square inch, sixty-five per cent greater than that of English oak. In a smooth transverse section (unmagnified) it resembles superficially the wood of a palm. Greenheart takes an exceptionally fine polish, and works comparatively easily when its extreme hardness is considered. It warps and shrinks very little, and is, therefore, often worked up before it is thoroughly dry, because it can be manufactured more easily in the green state than in the dry condition. Users of greenheart in England never specify that the wood shall be seasoned when they order a cargo of logs. While the logs are apt to open up at the ends, there are no checks along the sides. It stands wear and tear better than almost any other wood, and is, therefore, employed rather extensively for flooring, and has been known to last from fifty to seventy-five years without showing any signs of wear or decay. Greenheart is a fire-proof wood, and for this reason is preferred for buildings. When the cathedral in Georgetown, British Guiana, was destroyed by fire a year ago, the foundation timbers, which were greenheart, were found in almost perfect condition after the fire and were used again in another building.

Greenheart enjoys the unique distinction of being proof against the attacks of marine borers and other destructive animals. The remarkable lasting qualities of mature greenheart wood have given it a world-wide reputation. Exposed to the alternations of air and weather, soil or sea-water, it is not materially affected, remaining perfectly sound after many years of trial. Authentic records show that the best grades of the wood surpass iron and steel in durability. Other considerations of importance are large size and reasonable cost as compared with timber of the same class now available in this country. These facts place it in a class by itself, and it is naturally in demand for such purposes as in ship and dock building, especially for keelsons, beams, engine bearers, planking, dock gates, lock gates, piers, and piling. It has been known to stand in wharves for a period of sixty years, and logs of greenheart which were under water for one hundred years have kept in perfectly sound condition.

SEE OPPOSITE PAGE

1—SNAKING A HEAVY GREENHEART LOG FROM THE STUMP TO THE LANDING PLACE. IT OFTENS HAPPENS THAT FROM 30 TO 60 MEN ARE REQUIRED TO BRING A LARGE LOG TO THE CREEK LANDING, WHERE IT IS LOADED ON THE CARS OR CARRIED DOWN STREAM BY MEANS OF BALLAHOOS; 2—A CLOSE VIEW SHOWING HOW THE GANGS OF MEN ARE ARRANGED IN SNAKING THE LOGS OVER THE CORDUROY; 3—NANSEN'S SAILING VESSEL FRAM IN THE HARBOR AT CRISTOBAL, CANAL ZONE, WAS PLANKED WITH GREENHEART BEFORE HE WENT INTO THE ARCTIC SEA, WHERE IT WITHSTOOD THE SEVERE SHOCK AND GRINDING EFFECT OF THE ICE; 4—SQUARED GREENHEART LOGS ON THE TIMBER FLATS ON THE DEMERARA RIVER. OVER 150,000 CUBIC FEET OF TIMBER IS STORED IN THESE FLATS; 5—HAULING GREENHEART LOGS ON CARS; 6—A GREENHEART CAMP SHOWING THE PRIMITIVE CHARACTER OF THE HOUSE. ALL SUCH TEMPORARY HOUSES ARE PUT UP IN A VERY SHORT TIME WITHOUT THE USE OF A SINGLE NAIL; 7—A LANDING PLACE ALONG THE RAILROAD WHERE GREENHEART LOGS ARE LOADED ON THE CARS TO BE SHIPPED TO THE TIMBER FLATS ON TH DEMERARA RIVER; 8—SQUARING A GREENHEART LOG IN THE FOREST. ALL LOGS ARE SQUARED IMMEDIATELY AFTER FELLING THE TREE. IT MUST NOT REMAIN IN THE FOREST FOR MORE THAN TWO OR THREE DAYS AFTER FELLING AND SQUARING, OR BORERS WILL WORK INTO THE SAPWOOD OF THE LOGS.

All the gates, piers, and jetties of the Liverpool docks and practically all the lock gates of Bridgewater canal (England) are of greenheart. It furnished material also for the fifty pairs of lock gates in the Manchester (England) ship canal. Greenheart was also supplied for harbor works at Rosario and Bahia Blanca in Argentina, and also at Coatzacoalcos in Mexico and at La Guaira in Venezuela. It was used extensively at Oban and in the new naval dock at Methil, both in Scotland. Indeed, H. W. Hunter, a well-known marine engineer, has asserted that, apart from its practically unlimited durability, greenheart has many advantages over steel for such purposes. It is, in fact, impossible to fix a limit to the durability of lock gates built of greenheart, the only element in their construction which might curtail their length of service being the iron bolts and other fastenings. These, however, can usually be renewed without serious difficulty. When the greenheart dock gates in the Mersey Harbor were removed, in order that the channel might be deepened and widened, the wood originally used in their construction was again employed in building the enlarged gates. Similarly, the wood in the gates of the Canada dock, built in 1856, was used again in its re-construction in 1894.

Nansen's Arctic ship *Fram*, and the South Polar discovery ship *Gauss*, of Antarctic fame, are planked with greenheart which withstood the grinding and shocks of ice without deterioration. The wood is used also for trestles, bridges, buildings, shipping platforms, staging, millwork, cellar flaps, flooring, wagons, carriage shafts, automobile spokes, belaying pins, tobacco pegs, turnery and for all purposes involving great wear and tear. The darker grades of greenheart resemble the wood of lignum-vitae (*Guaiacum officinale* Linn), and are considered as an excellent substitute for the latter.

The total production of greenheart grows from year to year, but this increased output is obtained only by going farther back into the forest and by developing better means of transportation. In the early days of the industry the timber was obtained only along the rivers, and the average output was considerably smaller. The annual production of greenheart in British Guiana has now risen to more than 300,000 cubic feet. In ten years the amount of greenheart exported has markedly increased, and it is believed the export at the end of the next ten years will be more than double what it is at the present time. An omniously rapid advance of the logging operations toward the interior of the colony indicates that greenheart is not inexhaustible. The colonial authorities fully appreciate the necessity of increased effort to maintain a supply and to regulate the cutting so that a complete exhaustion will not be imminent. They have issued warnings to producers and grantees and have suggested improvements in existing methods of working and closer utilization.

Many efforts have already been made to find a wood for use in marine construction that will serve as a satisfactory substitute for greenheart, since the supply of the latter will soon be short of the demand. The ingenuity of a few timber merchants and architects is constantly being exercised to provide good serviceable wood for the true greenheart. These imitations or substitutes, are sometimes difficult to be distinguished from the genuine. The expert, however, is familiar with the gross and minute characters of the wood, which will be of service in determining whether the wood delivered is genuine or not. There are closely allied trees whose woods are coming into more general use, but the test of years has shown that they are far less serviceable. A most accurate knowledge of the structural characteristics of greenheart is imperatively necessary to be able to discriminate between the true and the inferior kinds, the timber of which, notwithstanding the close specific affinity of the trees themselves, is often found to be widely different in its adaptability to a particular work or in its resistance to the ravages of marine borers or other destructive animals.

The true greenheart shows in smooth transverse sections numerous small pores that are evenly distributed and filled with a greenish resinous substance known as tylosis, which is said to be poisonous. The pith rays are very narrow, indistinct, and the wood does not show any rings of growth which are so easily detected by means of a hand lens in the majority of woods. These more or less con-

spicuous features, with others of a more minute character, can be readily observed in a transverse section and will enable the expert to recognize true greenheart as distinct from every other kind of wood which may be offered as such.

A very close resemblance to the true greenheart is the wood of a British Guiana tree which is called washiba, and which is probably a species of *Tecoma*, a tree entirely unrelated to greenheart. Washiba wood resembles greenheart more completely than any other wood in South America. It can be easily recognized, however, by the fact that the pith rays of washiba are arranged in horizontal lines as seen on a smooth tangential surface. This wood is now being imported into the United States under the patented name of bethabara, and is used extensively in the manufacture of fishing rods.

Another wood that is occasionally recommended to take the place of greenheart in marine construction is the bulletwood (*Mimusops globosa*), which is produced by one of the largest trees in South America. It is particularly abundant in Dutch Guiana, but is also very plentiful in Berbice, British Guiana. Bulletwood is very hard and heavy and possesses many properties which render greenheart so valuable. It cannot be recommended for piling and marine construction, because it is not proof against sea worms, and great care should be exercised not to include logs of this species when greenheart is specified. True bulletwood is one of the easiest woods to be recognized by means of a hand lens. On a smooth transverse surface can be seen numerous fine, short lines of small pores arranged in radial rows, and still more numerous, though less conspicuous, are the concentric lines of soft tissue which run at right angles to the indistinct pith rays.

Graves Analyzes National Issue

Henry S. Graves, forester of the United States, returned to Washington recently from field work which took him to the Pacific coast states, and to Arizona and New Mexico. While in the West he was in direct touch with many of the lumbermen in connection with the study of the lumber industry recently inaugurated by the Forest Service of the Department of Agriculture and by the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

In speaking of his trip, Mr. Graves pointed out that his view of the present lumber situation, which is admittedly bad from the standpoint of business, is primarily from the angle of the consequences to the general public. "I recognize very clearly," says Mr. Graves, "that when a great industry, second in importance in the country, and the one which empolys the largest number of men, reaches a condition of depression, the whole country suffers a loss. A part of this public loss can be definitely measured in dollars and cents. Another part of it cannot be so expressed, for it concerns the problem of actual existence of hundreds of thousands of individuals who are dependent for a livelihood directly or indirectly on this industry.

"Not only does the public lose through the consequences of an industrial depression, but there is a very definite loss from the standpoint of conservation of our lumber supply. Every operator must appreciate this when he is forced to waste large quantities of material because he cannot market it; yet the conditions are such that he must continue to operate to meet financial or moral obligation. In other words, he must keep up interest charges on his investment, or maintain his working organization to prevent suffering in the community which he had built up and which is dependent upon him. It is elementary that, when a business is not prosperous, it will be difficult to work out plans which must go hand in hand with such prosperity. To make forest resources go as far as possible with a minimum of waste, to continue and renew these resources, and to build up and make permanent the industries depending upon them, require that the business must be carried on at a profit. I have found that there are still many who do not appreciate this interrelation and interdependence of conservation and industry.

Problems of the Lumber Industry

"As I see the problem, it has three general divisions:

"First, there are inherent problems in the handling of a natural resource under conditions resulting from private ownership, such as those leading to over-production, destructive competition, and forced timber cutting.

"Second, problems due to defects in the way the lumber business is handled, such as imprudent bonding, over-investment, and inadequate knowledge of costs and methods of distribution.

"Third, those problems which arise from a failure of the public and of the industry to get together in a spirit of co-operation, and in general a failure to recognize their mutual interests in attaining an end essential to the welfare of the industry and of the people as a whole.

The Government's Inquiry

"In this connection, I wish to point out particularly that the present inquiry by the government is not undertaken with any inquisitorial attitude, but in a constructive spirit to find out and to bring forward for the benefit of the public and of the industry just what are the present conditions and the causes of the depression.

"The three points to be covered are: First, the economic problems from the point of view of the producer; second, the distribution, with a view to finding out ways to benefit both the producer and the consumer; and third, the extension of foreign trade. The bringing of these facts together cannot be otherwise than helpful to the industry, because the presentation of the whole field as a result of such study by an impartial public agency should result in a better relationship than now exists between the industry and the public."

Local Problems

On being asked whether he had investigated specific problems on the national forests, Mr. Graves stated that among the important special questions which he had studied were the development of plans for the handling of the Olympic national monument in Washington and the Grand Canyon of Arizona. In general the principal aim of the field trip was to study how the forests may be made to serve the local public in the building up of their communities and industries. Co-operation in this field is already far advanced as is evidenced by the local support which is being given to the Forest Service in its work of fire protection and forest administration.

On being asked about the bad fire situation this year, Mr. Graves stated that in portions of the Northwest the seasonal conditions were just as bad as in 1910. "The only difference from 1910 lies in the fact that during the year just closed the Forest Service mastered the fire situation and kept the damage down to an insignficant amount. The organization was put to its greatest test and stood up under that test. It was definitely demonstrated this year that it is possible to protect the western forests from fire even in the worst years. In 1910 the Forest Service was unable to cope with the situation without large loss, primarily because the forests were not equipped with trails, telephones, and other improvements. While an enormous amount of work along this line remains to be done, nevertheless with the improvements already complete and the more experienced and efficient organization, the serious season just closed was passed after a hard fight with small damage to the public. Instances occurred outside of the national forests on private lands where the protective organization of the owners broke down and enormous damage resulted; in one or two instances the efforts of individual states were not successful, due to lack of effective organization. All these facts demonstrated the necessity for the closest co-operation between all agencies interested in timberlands and the need of full public support in order to provide for effective machinery to prevent forest fires. Altogether greater progress was made in the matter of handling fires during the current season than during any previous year."

Southern Traffic Developments

A test case of interest to all southern shippers of hardwood is that of Doran & Co., manufacturers and dealers of Cincinnati, versus the Nashville, Chattanooga & St. Louis Railway. A brief for the complainant has been filed with the Interstate Commerce Commission setting forth reasons why a through rate, plus a reasonable charge for re-consignment, should be allowed on lumber. Doran & Co. shipped five cars of hardwood lumber from Chattanooga to Cincinnati re-consigned to Toronto and London, Ontario. The carriers collected the sum of the local rates from Chattanooga to Cincinnati and from Cincinnati to the Ontario points. This rate is declared to be unreasonable as lumber should be considered one of the commodities entitled to the privilege of a through rate plus a reasonable charge for reconsignment.

Excepting walnut, cherry and cedar, a fourth section order has been issued providing that rates on all lumber from Alabama and Florida points to eastern cities may be established at two cents per hundred pounds higher than the rates concurrently in effect on yellow pine.

At the request of the Southern Cypress Manufacturers' Association of New Orleans, its case against Morgan's Louisiana and Texas Railroad and Steamship Company has been dismissed.

At the request of the complainants, the case of the Alexandria Cooperage Company versus the Louisiana Railway & Navigation Company has been dismissed.

After consideration by the commission, the case of the Meeds Lumber Company versus the Alabama Central Railway has been dismissed.

At the request of the complainant, the case of the Chestnut Lumber Company versus the Louisville & Nashville has been dismissed.

A new tariff effective December 1 cancels proposed increases on lumber on the Illinois Central and the Yazoo & Mississippi Valley to New Albany, Indiana, and allows for the dismissal of the investigation which was in progress in regard to the increases which were under suspension.

An important fourth section order has been issued this week providing a rate of twenty-six cents on mahogany in carload lots from Gulf ports to Grand Rapids. The minimum weight is placed at 30,000 pounds. This rate is intended to apply to mahogany from Latin America. Mahogany from Europe, Asia, Africa, Australia, New Zealand and the Philippines is excluded. The rate applies only on imported mahogany and may not be applied to shipments from Gulf ports proper.

A suit has been entered in the supreme court of the United States by the Export and Import Lumber Company versus the Port Banga Lumber Company. Each company operates in the Philippines.

Exports of lumber through Gulfport, Miss., showed some increase during October. This was due entirely to increased demand from South and Central America and the islands. Not a single cargo went to Europe. Total shipments amounted to 7,819,000 feet as compared to 6,030,400 feet in September.

An unusually large number of complaints from lumber companies were received last week at the Interstate Commerce Commission. Among them were:

C. C. Mengel & Bro. Company, Louisville, versus the Baltimore & Ohio, et al. It is stated that an unreasonable rate is being collected from Louisville to Philadelphia on cedar logs. A rate of twenty-eight cents is charged on cedar and twenty-three cents on mahogany. It is claimed that the two varieties of logs should take the same rate. Reparation on past shipments is asked.

J. V. Stimson Hardwood Lumber Company of Memphis, Tenn., and Mounds, Ark., versus Chicago, Rock Island & Pacific. It is claimed that unreasonable charges were made on hardwood logs from various points to Memphis, due to tariff requirements. The commission is asked to stop these requirements, adjust rates and award reparation.

Florida Cypress Company, Pensacola, versus Louisville & Nashville. Unjust rates on cypress from Pensacola to various destinations. Reparation asked.

Ohio Valley Tie Company, Louisville, versus Louisville & Nashville. It is charged that unreasonable rates are being collected on red oak ties from Kentucky points to Indianapolis. Reparation is asked. A separate complaint charges unreasonable rates on ties from Kentucky points to Erie, Pa. Through rates and reparation are asked.

American Column and Lumber Company, St. Albans, W. Va., versus Chesapeake & Ohio. Overcharges alleged.

Palmer & Semans Lumber Company, Uniontown, Pa., versus Baltimore & Ohio. Unreasonable rates are alleged.

North State Lumber Company, Greensboro, N. C., versus Southern Railway et al., unreasonable and discrimnatory rate to New York. Reparation asked.

T. B. Stone Lumber Company, Cincinnati, versus Illinois Central, overcharge. Reparation asked.

Beekman Lumber Company, Kansas City, versus Tremont & Gulf et al., unjust rate. Reparation asked.

Fullerton Lumber Company, Minneapolis, versus Chicago, Rock Island & Pacific. Unreasonable rate on cedar posts to Michigan points claimed.

R. B. Homer Lumber Company, Baltimore, versus Southern Railway et al. Unreasonable rate on lumber between Blacksburg, S. C., and Jersey City claimed. Reparation asked.

Union Lumber Company, Houston, Tex., versus Gulf, Colorado & Santa Fe. Lumber rates from Milvid, Tex., to Humansville, Mo., declared unreasonable. Reparation asked.

In the case of R. J. Darnell, Inc., of Memphis, versus the Yazoo & Mississippi Valley, a reply brief has been submitted by the railroad. It is stated that the order of the Interstate Commerce Commission included "branch line points." Leland, Miss., is on a branch of the Southern Railway which runs from Percy to Richey. Consequently as Leland is north of the junction of the Southern and the Yazoo & Mississippi Valley, a rate of eleven cents on gum lumber to New Orleans is held to be authorized. The railroad claims that the act to regulate commerce has not been violated and that a fair interpretation of the ruling of the commission has been made.

Lower rates than to intermediate points have been allowed on thin lumber manufactured from native woods from Augusta, Georgia, to Mississippi and Ohio river crossings.

An oral argument of the case of the Wisconsin and Arkansas Lumber Company versus the St. Louis, Iron Mountain & Southern will be heard in Washington by the commission, December 12.

Oral arguments of the case of the Butters' Lumber Company versus the Atlantic Coast Line and the Mullens Lumber Company versus the Southern Railroad will be heard December 9.

Postponement of the lumber hearings to be held in Memphis and Birmingham has been granted by the Interstate Commerce Commission. John R. Walker, representing several lumber companies together with counsel for the carriers joined in asking for this postponement. The hearings are to be on the general lumber rate advances, scheduled to go into effect October 1 but which are under suspension. The hearings were set for December 14 and December 16 in Birmingham and Memphis respectively. This did not allow the required time to get together the large amount of data that has to be used, as so many of the rate structures are involved. The hearings have been reset as follows: Memphis, January 13; Birmingham, January 18; Louisville, January 19.

An important case to the hardwood industry is that of the Himmelberger-Harrison Lumber Company of Cape Girardeau, Mo., versus the Frisco lines. The hearing is to be held in St. Louis and it is hoped that the arguments advanced there will be the wedge opening the way for a general reduction of hardwood rates from southern Missouri to Thebes and beyond. This is a test case and attacks the rate from Morehouse, Mo., where the mills of the Himmelberger-Harrison company are located, to the Thebes gateway and points

beyond. John R. Walker of Washington, will appear for the Himmelberger-Harrison company.

Hearings have been announced by the commission as follows: December 2-3, Portland, Ore., before Examiner Wood: Eastern Oregon Lumber Producers' Association versus Chicago, Burlington & Quincy, et al.; December 8, Atlanta, before Examiner Watkins: Byrd-Matthews Lumber Company, et al., versus the Gainsville & Northwestern; December 12, Birmingham, Ala., before Examiner Watkins: Holland-Blow Stave Company versus Illinois Central; Standard Lumber Company versus Atlanta, Birmingham & Atlantic; Chickasaw Lumber Company versus Louisville & Nashville; Scotch Lumber Company versus Michigan Central; December 14, Chicago, before Examiner Butler: Indiana Silo Company versus Pittsburgh, Cincinnati, Chicago & St. Louis.

There seems to be a good chance of winning the case before the Interstate Commerce Commission against the increase in the rate on club turned spokes on central western lines. This case was argued in Washington last week. The complainants are the Spoke Manufacturers' Association of Poplar Bluff, Mo., and the Hickory Products Association of Moline, Ill. In a former similar case the commission ordered the same rates used as applying to general lumber. The same adjustment is sought in this case at the points not involved in the former case. The railroads failed to show points of differentiation in the present suit.

The 1915 edition of the General Lumber Tariff, issued by the Lumbermen's Bureau of Washington, is in the hands of the printer. It will be ready for distribution before Christmas. It contains the rates between all lumber producing and consuming points.

Shipbuilding and Lumber

Among the interesting news items coming from Washington recently was one stating that during the month of October there were 131 ships added to the United States merchant marine. Something of this kind was to be expected because the cutting away of certain restrictions around our navigation laws makes it practical for foreign built ships to enter under the American flag. It is not this which is the startling feature of the news, however, but the fact that of these 131 ships an even 100 of them were the product of the American ship yards and of these ninety-two were of wooden construction and eight of metal.

It is these ninety-two wooden ships, turned out by our ship yards in one month, that constitute the center of interest in this item for the lumber fraternity. The ships were not of so large type or heavy tonnage as some of those entered from other countries; neither were they all ocean going vessels. The Atlantic and the gulf ports contributed fifty-seven of the ships, the Pacific coast eight, the Great Lakes twenty-two, and western rivers thirteen. So, part of these were comparatively small, being river steamers, but even so it illustrates very graphically the activity in American ship yards and is apparently but the beginning of a busy season that will continue through the next year or two at least.

This shipbuilding is calling for a heavy volume of lumber, much of it being special stock cut to order. The work of the ship yards should be attracting more general attention in the lumber trade than it is. There are people who might profit from it directly who seem to consider it not worth looking into. Some interior hardwood people talked to on this subject show a disposition to pass it off with the statement that it is a trade they have no direct connection with; consequently while there is evidence that it is doing good and helping out in a way, they do not take enough interest to make inquiries and to see what the possibilities are for developing trade with shipbuilding concerns.

Presumably, most of these ships are freighters and they do not carry the elaboration in interior trim and cabinet work that is found on the big ocean passenger ships. However, there must be cabin work as well as rough decking and compartment work, and this is interesting, both directly and indirectly, to everybody in the hardwood trade. Extensive shipbuilding means a more extensive use of wood in millwork for equipping cabins; it means paneling, some in solid wood and some in veneer, and finally, it means more in the furniture line, which also increases the volume of consumption in hardwood.

Indeed there is enough to interest every man in the hardwood business in this increasing activity among the ship yards, and if it is practical for those in the interior to ship hardwood abroad it should be practical for them to get in touch and supply the needs of ship yards and of people who get out the millwork and furniture for steamship equipment. The shipbuilding trade is helping the hardwood business right now, and by the manifestation of a little more active interest in the subject, many in the hardwood trade might reap direct instead of indirect benefits from it.

Statistics compiled by the United States Forest Service show that the annual use of wood for boat and shipbuilding in this country amounts to approximately 200,000,000 feet. Those employed in largest quantity are yellow pine, oak and Douglas fir, but about forty other woods find a place in this industry, and most of them are hardwoods, including maple, birch, beech, chestnut, red gum, tupelo, yellow poplar, ash, locust, cottonwood, basswood, elm and even such scarce woods as cherry and black walnut.

Forbach, Germany, is said to have the most profitable town forest known; it yields an annual net gain of $12.14 an acre.

The state school of forestry at Bottineau, N. D., announces that it will have 1,000,000 trees for distribution to the citizens of the state during 1915.

The town forest of Baden-Baden, Germany, yields an annual profit of $5.25 per acre, or a total net profit of nearly $37,500.

A CHANCE FOR THE AMERICAN LUMBER MANUFACTURER TO FILL HIS CHRISTMAS STOCKING

What Lumber Means to Chicago

Editor's Note

The following is an address delivered by Ernest H. Burgess, assistant secretary of the Herman H. Hettler Lumber Company of Chicago, before a recent meeting of the membership bureau of the local Chamber of Commerce. It contains some new and pointed arguments showing the unfairness of the present campaign of wood substitute manufacturers.

I wonder how many of you, not lumbermen, have any idea of the vastness of this industry? Are you impressed with its extensiveness when you contemplate the many and diversified uses of lumber? Just to mention a few of these at random: the houses you live in and most of their furnishings, like furniture, trim, sash, doors, etc.; the passenger coaches of steam, electric and street railways; freight cars; railroad ties; planking for bridges and roadways; crating and boxing lumber; the chairs you are sitting on; the tables you eat from; matches; your daily papers are printed on pulp wood; etc. Summed up: Lumber supplies the natural needs of man more than any other substance, excepting the soil.

Chicago is preëminently the greatest lumber market of the world and is destined to remain so. Last year there was received in this market a total of 2,804,434,000 feet of lumber, which is equivalent to a total tonnage of 8,413,302,000 pounds. These figures may not appeal to the non-lumbermen so I will present this comparatively.

Last year's grain receipts in this market were as follows:

Wheat	50,372,000 bushels
Corn	127,773,000 bushels
Oats	124,405,000 bushels

equivalent to a total tonnage of 14,158,568,000 pounds. The total lumber tonnage for this same period was more than any one of these three staple items of grain and fifty-nine and one-half per cent of the total grain tonnage. Of the total lumber tonnage railroad companies received all but eight and two-thirds per cent, which represents receipts by water. I will not bore you with further statistics to prove above statement, as I consider such statistics are of value only to lumbermen. You will, however, be interested to learn why Chicago has this distinction—primarily because of its geographical location. Here are assembled the lumber products of the entire United States and Canada, also of some foreign lands. From Michigan, Wisconsin, Minnesota and Canada the following soft woods are procured: White pine, Norway pine, spruce, hemlock, American larch, balm of Gilead, etc.; and the following hardwoods: Maple, beech, birch, ash, elm, basswood and oak.

From Pacific coast states we receive: Fir, red cedar, spruce, western pine, sugar pine, redwood, etc.

From the northwestern states we receive: Idaho white pine, western hemlock and western pine.

From southern states, principally from Mississippi, Georgia, Alabama, Louisiana, Arkansas and Texas we receive yellow or southern pine. From some of these states and Tennessee, Kentucky, West Virginia and Ohio the following hardwoods are procurable: Poplar, oak, ash, cypress, etc.

From foreign countries, like Africa, South America, there are brought to this market mahogany logs, etc., which are here worked into veneers and high class finish.

The lumber yards of this city, for mental convenience, can be divided into two classes: The pine yards and the hardwood yards. Few of the pine yards make any effort or attempt to carry a stock or assortment of hardwood lumber, and vice versa. The hardwood lumber yards specialize in their particular line. Crandall & Brown, of which firm our worthy chairman is a member, handle hardwoods exclusively and specialize in cypress.

To give non-lumbermen some idea how a wholesale and retail lumber yard is operated in Chicago, I will present a little data of the Herman H. Hettler Lumber Company's business. There are other lumber yards operated practically along the same lines but I am better informed and can speak more intelligently of the company I am associated with.

Our office is located at 2601 Elston avenue, on the northwest side, near Diversey boulevard and north branch of Chicago river. Our lumber yard covers an area of eighteen and one-half acres. Our stocks of lumber vary from 28,000,000 to 35,000,000 feet. In conjunction with our lumber yard we operate a planing mill, equipped with modern type of machinery. We can furnish dressed lumber to suit the individual needs of each customer. We also operate a hardwood flooring plant and all the paraphernalia which goes with this, like dry kilns, etc.

Shipping Facilities

Our yard is located on the north branch of Chicago river and on the Wisconsin division of Chicago & Northwestern Railroad. Practically all of the northern products of lumber are received by boat during season of navigation, for which reason we have a large river frontage. With few exceptions our own boats carry this lumber. The Chicago & Northwestern Railroad performs switching service during the night so as not to interfere with either the loading or unloading of cars during our working hours.

For local delivery we have motor trucks and horses. Large, heavy loads and long hauls are combinations especially attractive for our motor truck service.

Salesmanship

Just a few words about the salesmanship of lumber. I have long ago learned that Providence has created certain woods for certain purposes. The successful lumber salesman is the one who has studied lumber business from this angle. He should know the peculiarities of each kind of lumber and this knowledge should enable him to give wholesome and profitable advice to the consumer. Lumber exposed to the elements must be of lasting quality to withstand the elements and ravages of time. Lumber placed in the ground or next to the soil must not be susceptible to moisture. Lumber used for planking or floors on which there is constant and heavy traffic must have strength and durability.

The following article which appeared in September 20 issue of *Construction News* emphasizes this point:

It is unfortunate that so little attention is given to educating the users of lumber as to the best wood intended for the respective kinds of work. A shoe dealer would not sell a laborer a patent leather light-soled shoe for work in the swamps, or a heavy boot to use on a dance floor. God in His wisdom gave us the forests to use wisely and judiciously. When, therefore, you sell a quick-decaying wood for exposed work, you are helping to mold public opinion and make the buyer believe that lumber is no good for a durable job and further lead him to the straight road to try something other than lumber. We know that proper lumber of a proper grade will withstand the ravages of time as will nothing else at an equal or higher price. We point with admiration and reverence to old homesteads of wood that have stood for fifty to seventy-five years and are still inhabited. Have you heard of a modern metal sheathing that will stand for ten years without paint every six months, a plaster or composition board that can beat a seven-eighths-inch wood ceiling for wear, a cement floor in a basement that will not be cracked, concave or convex in ten years? A floor on cedar or white oak sleepers with proper ventilation will last twenty-five years. A shingle roof will last thirty-five years in the country or sixteen to twenty years in the city. Show me a composition that will hold up one-half as long. Put your galvanized bucket against the old oaken bucket or cedar bucket. We dote on antique furniture; it was built to wear and we cherish it. How long will steel cases last after they get dented and the lacquer off? Would our descendants cherish it? Metal furniture is finished to imitate wood. How complimentary!

Cost of Lumber

There is a general impression among non-lumbermen that lumber is very scarce and, therefore, high in price. Just the contrary conditions exist. Lumber is plentiful (and this applies to all kinds, even soft cork white pine, which ever and again is referred to as "now almost extinct," and prices are reasonable. These erroneous statements are being circulated by manufacturers of other materials which are hoped will eventually replace lumber. A brick concern recently published a booklet from which I quote the following:

Millions of acres that were once the source of supply of cheap lumber are

now farms. Through lack of scientific forestry vast forests have been cleared, without heed for the future, until today our sources of timber supply are limited. According to government statistics, the general increase in the cost of lumber during the past thirty-five years has averaged 100 per cent every three years.

Let us assume for the sake of argument that this is a true statement and that the cost of lumber has increased 100 per cent every three years for the period mentioned. Supposing at the beginning of that period the initial cost is placed at $10 per thousand feet. At the end of thirty-three years at the above ratio of increased cost, it would be selling for $20,480 per thousand feet or just a trifle over $20 per lumber foot. The statement is not only untrue but positively ridiculous, not even worthy of serious consideration.

Economy at Point of Manufacture

Lumber manufacturers are often criticized for their wasteful habits at mill manufacturing points. If there were the proper co-operation between the United States Government, its Department of Agriculture, its Forest Reserve Commission, its Interstate Commerce Commission, the railroads with transportation companies and the lumber manufacturers, much of this seeming waste could be eliminated. Perhaps few of you gentlemen are aware of the fact that the freight rate on lumber is the same whether shipment consists of the highest grades or high-priced lumber or of the lowest grades or cheap lumber.

What if the railroad companies through their classification bureau assessed lumber freight rates as follows:

A certain rate for dressed lumber of the higher grades which provide interior finish, trim, partition, wainscoting, ceiling, etc.

A lower rate for the rough product of medium-priced lumber and a still lower rate for the offal suitable for fuel wood. If this were done many of the cheaper and poorer grades could be shipped to far-away markets instead of being consumed in the burner at the mill or wasted.

I can assure you that at our Chicago yard and plant there is very little waste because defective pieces of lumber are cut into shorter lengths for pail and tub stock, also for short length wainscoting, beveled siding, etc. In the manufacture of barrel heads many short pieces otherwise useless and worthless are utilized. The offal is disposed of for kindling wood, shavings and sawdust. In European countries, and I refer particularly to France and Germany, there is less waste at source of manufacture than in this country, because the finished product need not be shipped there the great distances that it must in this country. Again, as a tree is felled, it is stripped of its branches and its bark. Branches of the thickness of a man's wrist or thumb are gathered and bundled according to size. Twigs are also gathered and bundled. The leaves are gathered and packed; the bark is removed. There is absolutely no waste because each of these items is utilized for some purpose. Such a thing is impossible in this country so long as there is no consuming market in the immediate vicinity of our great forests. Our freight rates make it prohibitive to ship these items any great distance.

So much for the lumber business in general. The balance of time allotted me I want to devote to a question of vital importance not only to lumbermen but to the entire city of Chicago, because its solution affects the whole United States, namely:

Extending Chicago Fire Limits

This is merely another attempt of brick, concrete, cement and kindred manufacturers to secure local control of all building operations to the exclusion of lumber and kindred forest products. In the *Manufacturers' News* of September 24, issued in the interest of the Illinois Manufacturers' Association, there appeared an article by T. R. Waddell, secretary of the committee on publicity and education, which committee organized fire prevention day, from which I quote:

> Extend the fire limits of Chicago.
>
> Make the city safer, more beautiful, more sanitary and more enduring in the restricted area.
>
> Build all dwellings and apartments and business structures of brick, concrete, stone or other permanent material, so they will last for generations.

The proposition to extend the fire zone was revived last spring in the city council.

Arguments against the permanent class of buildings simmer down chiefly to the single one that they are too expensive. The principal objection urged to the use of non-combustible material for dwellings is the claim that the cost is prohibitive for a man of small means.

Figures were secured on dwellings actually constructed, and it was found that the cost of a brick building with non-combustible roof was only 6 per cent higher than frame for buildings costing less than $2,000, while for concrete with non-combustible roof the cost was a small fraction less.

It was argued that the lower cost of maintenance and insurance, the greater durability and the fact that they were warmer in winter and cooler in summer more than outbalance the slight increase in cost, to say nothing of the reduction of the conflagration hazard involved in the abolition of shingle roofs and exterior frame construction.

I am obliged to contradict these cost statements by figures which last January were submitted before our city council, and I will take just a little time to quote the following comparative statement:

These figures or estimates were secured from reputable local contractors who were then and are now still engaged in the contracting business.

On exhibit "A" six estimates were secured from as many contractors. The average bid on the:
Brick house was....$2,123.17
Frame house..... 1,680.17

Difference .....$ 453.00 in favor of frame house, or equal to 27%.

On exhibit "B" four estimates were secured from as many contractors. The average cost of:
Brick house was....$2,389.00
Frame house..... 1,887.25

Difference .....$ 501.75 in favor of frame house, or equal to 26½%.

On exhibit "C" five estimates were secured from as many contractors. The average cost for:
Brick house was....$3,078.20
Frame house..... 2,383.80

Difference .....$ 674.40 in favor of frame house, or equal to 28%.

On exhibit "D" four estimates were secured from as many contractors. The average cost of:
Brick house was....$3,639.75
Frame house..... 2,939.25

Difference .....$ 700.50 in favor of frame house, or equal to 24%.

Compare a saving of 27 per cent on the first house, 26½ per cent on the second house, 28 per cent on the third house and 24 per cent on the fourth house with the 6 per cent difference in cost statement referred to in Mr. Waddell's article.

In this connection I wish to inform you that a committee of local lumbermen is now procuring comparative estimates on buildings under construction, these estimates to cover frame houses, brick houses and stucco houses. With your permission at some later date I will submit those figures which were not available at this time.

Apparently under the guise of educating the public, but obviously to secure spectacular advertisement, local brick manufacturers and allied interests of non-combustible material on fire prevention day, October 9 last, staged on lake front the timely melodrama of brick vs. lumber. The principal characters in this drama were a brick cottage and a frame cottage. These puppets had to suffer the humiliation of being consumed by fire in order to impress the audience and mold the opinion of the public to the thought that by extending the fire limits and by building homes of brick and non-combustible material conflagration is prevented, hence the solicitous warning of the brick manufacturers, "Don't build to burn."

The *Manufacturers' News*, issue of October 15 last, reported this drama as follows:

> Combustion in the frame house broke the windows before the brick house showed any signs of damage. Then, to be perfectly fair, policemen kicked in the door of the brick structure so it would have a draft also. "I think it was rather more than fair," said a brick manufacturer afterward.

Robbed of the spectacular and theatrical, this episode merely gives you some idea how active local brick manufacturers and allied interests are to secure general control of the building operations

of this city to the exclusion of lumber. Is it their object to develop a finer type of citizenship for this great city of ours, to pave the way for the humble wage-earner to become a home-owner and that more rapidly than he is capable of at his present stride? Why this antagonism to lumber interests?

At a meeting of the building committee of the city council, held March 5, 1912, a prominent official of the fire department made a statement that with the water mains enlarged and high water pressure and with the splendid fire department then at his command it would make no difference whether buildings were made of wood or brick construction, he could then take care of any fire.

This statement is practically also borne out and corroborated by a representative of a prominent fire insurance agency of this city, one of the largest in the world. From his report I quote:

In the question of desirability from a fire insurance standpoint, as to whether there is any real difference in loss ratio between a frame dwelling with a shingle roof and a brick dwelling with a gravel roof, if statistics could be obtained, they would prove that there is no radical difference in the loss ratio of each to the premiums of its class. A brick dwelling, after a fire, contains salvage to the insurance companies in the walls, but because of the numerous windows and door openings, it is as serious in exposure to its neighbors as a frame dwelling. Naturally a frame dwelling would have a higher loss ratio on account of the difference between frame and brick as far as salvage goes, but from an insurance standpoint, it is immaterial which class of construction is used.

Conflagrations are no respecters of construction. Total losses have occurred in reinforced concrete buildings occupied only for office purposes; as an illustration, the concrete office of the Emerson-Brantingham Company, at Rockford, built for and occupied for office purposes. Enough combustibility in the furniture, fixtures and stationery caused a complete loss to construction. It would be as easy to have conflagrations start through a brick dwelling house district as it would through a frame dwelling house district. When sufficient heat has been generated plus the velocity of wind, fire will sweep through any form and character of construction, rendering same practically a total loss from every standpoint. The question of frame construction in the outlying parts of Chicago or Cook county is, therefore, no more serious a menace from a fire standpoint than if the same were constructed of brick, especially as the brick would be full of window and door openings and after all is but a frame construction with a brick covering.

It is not possible to obtain statistics that show enough results on the dwelling house business. Ordinarily, a frame dwelling constructed these days, is not expensive and the loss on same, if total, as compared with the premium charged for it, is a far less ratio of loss to the insurance companies than a four or six-story double apartment building which proves, after a fire, to be a very heavy loss.

It would seem to me, as if on account of the smaller values in the ordinary frame dwelling as compared with the increased values in brick dwellings and especially apartment buildings which must be classified as a dwelling house these days, that figures, if they could be obtained, would prove that a frame dwelling house business at the rates charged, would show a higher rate of profit to the insurance companies than it will on the balance of the so-called preferred brick dwelling and apartment building classification.

As it applies to the initial cost of a home and particularly the difference in cost between a brick and frame house, I quote the following letter from the Chicago *Daily News*, November 3, 1914, published under heading, "Views on Many Topics":

Every year we set aside one day that we call fire prevention day. This year two buildings were erected in Grant Park, one of frame, the other of brick. The object of this was to show which would burn down more rapidly. But whoever saw a whole row of frame buildings burn down in the outlying districts of Chicago in the last ten or fifteen years since there has been an ordinance that a building must be one foot from one lot line and three feet from the other lot line, giving four feet of space between two houses?

A $3,000 house is usually bought by a workingman, whose income is $1,000 a year or less. He will buy on payments of about $25 a month. This same $3,000 house in brick would cost 25 per cent more. Therefore, his payments would be about $32 a month. Some people may say: "Oh, that is only $7 a month more. He can meet that just as easily." I know from experience that he cannot, for I have seen many of these men's wives go out to work and wait eagerly for their children to reach working age in order to help meet these $25 payments.

Some years ago Sweden sent a representative to America to find why Swedish people had left their homes. On returning he said that the fact that a man can buy a home on "time" and be his "own landlord" was one reason.

Why deprive the man of the small "frame shack" when he cannot afford a brick house?

You must all admit that the best type of citizenship is developed from the home owner. To the man of small means and slight income the initial expense in the purchase of a home is of vital importance. It has often been my privilege to discuss the matters of cost and terms with men and women about to let a contract for a home. Consider the vast areas of real estate within the limits of this great city that are being transformed from truck farms to residential lots. While I am an ardent admirer of Nature, I certainly prefer to see this change, and from personal observation I have seen acre after acre evolve from truck farm to a community of home owners. Do you realize that to these people a difference of a few hundred dollars —yes, even $50—in the cost of a house too often stands between them and the possession of a home? I have discussed only the cost. As regards the permanency, the beauty, the safety and the sanitation of frame houses, I leave these to your better judgments.

Supposing sprinkler manufacturers, to expand their business, should urge our city council to pass an ordinance making it compulsory to install automatic sprinklers in your homes, offices, churches, etc., just to reduce the fire hazard of this city. Would not the cost of installation of automatic sprinklers have to be considered in proportion to the saving of insurance premium? Is the fire hazard here so great that the quiet beauty of our homes, etc., must be invaded by these unsightly sprinklers whose domain of usefulness is confined to department stores, factories, storehouses, etc.? The same is applicable to fire escapes.

The tactics of local brick, cement, stucco, etc., manufacturers are unethical. By legislation they are trying to secure business prestige which along legitimate competitive lines would be denied them. Do lumbermen fear their competition? No. Do lumbermen try to persuade or induce a home-builder to contract for a frame house when his means permit the luxury of a brick house? Emphatically, no. Now what is to be done to solve this problem which is cropping up in all directions, in Cleveland, Buffalo, Milwaukee, Seattle, Baltimore, Chicago, etc. Fortunately for Chicago lumbermen, this city of ours has a most efficient organization whose influence is far-reaching and salutary in public, commercial and municipal affairs. I am referring to our Chicago Association of Commerce.

I want to impress this on all of you, and particularly the lumbermen who are members and yet misunderstand the wonderful work of this association. I may aptly term their committee appointments to handle and consider this vital question of extending the Chicago fire limits a "round table" conference. At this "tribunal" the subject can be discussed pro and con from the various angles and viewpoints of the insurance interests; the brick, cement and allied interests; the lumber interests and interests of the outside public which after all is the most important to consider, because the enhancement of citizenship depends on it. The Chicago Association of Commerce is neither fostering nor sponsoring this movement; merely assisting these various interests in solving this important question. What has the Chicago Association of Commerce done? It has placed at the disposal of Chairman Dunn a committee selected from and representing these various interests. The work of this committee has been aggressive and thorough and if it has not succeeded in solving this question to the entire satisfaction of each committeeman or the interests he represents, I want to comfort the committee with former achievements of the Chicago Association of Commerce. My personal experience with the association has taught me that it is ever-ready to consider the report of the objecting minority. The policy of the Chicago Association of Commerce is so broad-gauged that it can solve a perplexing question like this one and still satisfy all interests because it is so co-operative in spirit. I personally wish Chairman Dunn and his committee every success and if some features of this momentous question have not been satisfactorily solved, I can assure Mr. Dunn that each interest stands ready to assist him and his committee. Gentlemen, it is in this association "where all to each would lend a helpful hand."

Wireless telegraphy is being used in Canada in reporting on forest fires.

The best excelsior is made from basswood, or linden. Aspen and cottonwood, however, supply nearly half of the total amount manufactured.

Lead Pencils and Penholders

It seems that undue importance has been attached to the recent announcement that the cutters of red cedar wood for pencils in Tennessee have quit work because the pencil slats, which are the partly-manufactured material, cannot now be shipped to Germany where the pencils are made. It is doubtless a fact that the Tenessee cedar cutters have quit making pencil slats; but that does not imply that America will experience a scarcity of lead pencils. Nothing in the nature of a pencil famine need be looked for. This country has not depended to any great extent on Germany and Austria for pencils, as some persons have supposed; and at this early period of the war steps have already been taken to make in America the line of pencils which have been coming from Germany.

It is reported that a large factory is to be located in Toledo, O., owned by Americans, to make the Faber pencil, or a grade corresponding to it. It has been made in Germany up to the present time; but now its American distributors have decided to build their own plant, and have selected Toledo as the place. It is said that the factory will cost $200,000 and will employ 200 people.

Leaving the proposed factory out of consideration, no distress would be caused in this country by cutting off the pencil imports from Germany. The United States is able to take care of itself in that respect. The German and Austrian imports of this article have been greatly overestimated in popular opinion, as a preliminary investigation will amply show. One of the first unexpected facts to be brought out by such an investigation is that England furnishes more of our lead pencil imports than Germany and Austria combined, and it is further shown that thirteen countries, instead of one, ship pencils to the United States, though very small quantities come from some of them, as the following table of lead pencil imports in 1913 shows:

Country	Value of lead pencil imports
England	$295,143
Germany	254,980
France	2,929
Austria	725
Netherlands	587
Canada	316
Scotland	314
Japan	48
Italy	38
Switzerland	25
Turkey in Asia	5
Hongkong	4
Denmark	3
Total	$594,917

In the foregoing table, and in the following statistics in this article, crayons, if made of graphite or plumbago, are included with pencils.

The American Supply

The United States exports more pencils than it imports. Such exports are over and above what its own people use at home. The following figures show the export of lead pencils from this country last year:

Destination	Value of lead pencils exported
North America	$336,410
Europe	173,202
South America	48,940
Oceania	43,657
Asia	21,956
Africa	1,443
Total	$625,548

These pencils go to nearly every country in the world with which the United States has any trade. The largest purchaser is England, Canada is second, Mexico third, and Cuba fourth.

Eleven establishments in the United States make lead pencils. One is in Georgia, one in Iowa, one in Massachusetts, two in New York, two in Pennsylvania, and four in New Jersey. These establishments rate in size as follows: One turns out a product of less than $5,000 a year; two have a product exceeding $5,000 and less than $20,000; two produce more than $20,000 and less than $100,000; two over $100,000 and less than $1,000,000; and four exceed $1,000,000 output.

There are 4,134 wage earners making pencils in the United States. This does not include those who cut the wood in the forest and dig the graphite. The invested capital is $7,867,247; the expense $6,804,058 per year; and the total product is worth $7,378,744.

It may be noted that the output is stated in value, not in pencils. It would be difficult to determine the actual number of pencils made in a year, because crayons and pencils are listed together. Estimates of the number are published from time to time, as stray items of news, but such estimates do not appear to be founded on reliable statistics. The figures which the government collects to show exports, imports and manufactures all are based on value and give no information regarding the actual number of pencils produced. An estimate, which is perhaps as nearly right as any, places the production of lead pencils in the United States at 220,000,000 a year.

The principal pencil wood is southern red cedar, but several others are used. A wood of dark color is wanted, and it must polish smooth, whittle easily, and in first-class pencils a pleasing cedar odor is expected. Many attempts have been made, some of which have been fairly successful, to color woods artificially for the pencil makers; but no artificial product has yet been devised to equal, in all respects, the heartwood of mature southern red cedar.

Penholders

Penholders are not classed as lead pencils, and have no right to be so classed; yet they are pretty closely related so far as manufacturing is concerned. In some factories the penholder is a by-product of the pencil. Wood may not be satisfactory for a pencil, yet suitable for a penholder. This is particularly true of the sapwood of red cedar. The maker of high grade pencils will not use it, but the penholder maker asks for nothing better.

It is probable, however, that most penholders never see a pencil factory. They are made of woods which do not go to pencil makers, such as basswood and white pine. In addition to the enormous numbers of penholders used at home, we export them to the value of $74,808 a year to practically every country in the world. England is the largest buyer of these penholders, Canada next, Argentina third, Mexico fourth. The number exported last year amounted to 11,221,056.

New Specifications for Hickory Handles

Through new specifications for ax, sledge, adz, pick and other hickory handles, the Panama canal authorities have recently purchased large quantities of this class of material for one-fourth less than formerly paid, and at the same time are getting just as serviceable stock.

The War Department and the Navy Department, as well as the Panama Canal Commission, have adopted these specifications, which were prepared by the Forest Service primarily for the use of the various branches of the federal government. Subsequently, however, they have been approved by the trade, both manufacturers and dealers, and adopted by several of the leading railroads.

The new rules are the result of a long study of the subject, covering exhaustive strength tests, investigations of the growth of hickory in the woods, processes of manufacture and market conditions. Under the new specifications handles are selected according to weight, as influenced by the density of the wood, and they now include material which may be either partly or wholly of heartwood, known generally as red hickory. Red hickory was formerly discriminated against in commercial grading, but it is now accepted, since it has been found that weight for weight it is just as serviceable as the white hickory. Handles which contain small sound knots or bird pecks, so located as not to affect the strength, are also accepted.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B 825—An Opportunity for Profitable Investment

HARDWOOD RECORD recently received the appended letter which is published herewith because it seems to offer an excellent opportunity for some one to make some money. We believe that by stimulating interest in legitimate investments the situation might be changed for the better.—EDITOR.

Philadelphia, Pa., November 16.—Editor HARDWOOD RECORD: Won't you please be kind enough to make mention in your columns of the fact that there is a planing mill at Reading, Pa., belonging to the late R. F. Sheeder Est. which can be bought for about $15,000 and which is well situated on a nice piece of ground and has a first class new brick building and outbuildings and is thoroughly equipped with modern and new machinery? This is one of the best propositions I know of for any planing mill man who desires to go into that business and is an excellent opportunity.

It would not require a great deal of financial backing, as there are mortgages on the building at the present time, which are in good hands and which would not be called in at once. Any party with responsibility and a certain amount of financial backing could handle this matter to good advantage, as we consider it one of the best opportunities that we know of at this time. ———.

B 826—Wants to Sell White Oak Flitches

Charleston, Miss., November 14.—Editor HARDWOOD RECORD: Will you please advise by return mail the names of firms who purchase white oak flitches for manufacturing veneers? ———.

The company writing this letter is in position to turn out a very high-grade line of flitches. Interested firms should address this office.—EDITOR.

B 827—Wants to Buy Large Quantities of Oak Ties

The following is a personal letter addressed to the editor of HARDWOOD RECORD by a friend in Port Arthur, Can. HARDWOOD RECORD does not know the gentleman referred to, but knows that the medium through which this information reached this office is entirely reliable.—EDITOR.

Port Arthur, Can., November 12.—Editor HARDWOOD RECORD: A friend from London, England, is out here just now looking over pulpwood limits. He has been commissioned in England to locate a supply of white oak ties for railroad purposes, about 9' 6" in length, and if a satisfactory price can be arranged they are willing to contract for a supply of 60,000 ties per month covering a period of ten years. The writer is of the opinion that the best source of supply of white oak is the southern-central states. Would you be kind enough to give me names of lumbermen in the South who could supply this class of material, giving my friend an opportunity to get in touch with them? He no doubt will make a trip to Chicago and travel South from there in a few weeks, but in the meantime would like to get all possible information shaped up before making the trip. He will ask them to state a price F. O. B. cars at any of the ports on the Atlantic coast. ———.

Any manufacturers of ties who have not yet received this information can have the necessary data by addressing HARDWOOD RECORD.

B 828—Wants to Sell Black Locust

Barbourville, Ky., November 13.—Editor HARDWOOD RECORD: We are in position to supply black locust timber in large quantities and do not know the exact market for same. Will you please advise us for what purpose black locust is used in the manufacture of wagons, buggies, etc.?

Anyone interested in purchasing black locust in such large quantities as will make it a staple article can secure the name and address of the above firm by writing HARDWOOD RECORD.—EDITOR.

B 829—Wants Data on Cost of Veneer Manufacture

Boston, Mass., November 13.—Editor HARDWOOD RECORD: Can you give us any information in regard to the cost of making three-ply veneers ⅛" thick to ⅜" thick made from logs [illegible] per M at the mill? We want the cost of cutting the veneers on a rotary machine and glueing three pieces together to make three-ply veneers.

HARDWOOD RECORD has advised that cost accounting methods so far have not been worked out in the veneer line to any degree of uniformity and that discussions and studies along these lines have not proved satisfactory as yet. Suggestions from any of our friends in the veneer and panel trade will be deeply appreciated.—EDITOR.

Clubs and Associations

Yellow Pine Association to Dissolve

At the meeting of the board of directors of the Yellow Pine Manufacturers' Association held in New Orleans, La., November 10, 1914, it was unanimously decided to recommend the dissolution of the Yellow Pine Manufacturers' Association, and the liquidation of its affairs, and the organization of a new association to carry on uniform grades and inspection only, with headquarters near the center of production and that a meeting of all members be called at New Orleans on Tuesday, December 8 at 2 p. m. at Hotel Grunewald to consider both propositions.

The National Lumber Manufacturers' Association has called a meeting of all manufacturers of yellow pine, to be held at Hotel Grunewald, New Orleans, La., Tuesday, December 8, to convene at 2 p. m. for the consideration of a new organization of yellow pine manufacturers.

Indiana Hardwood Men to Hold Annual

At a meeting of the board of managers of the Indiana Hardwood Lumbermen's Association, it was decided to hold the sixteenth annual meeting at the Hotel Severin, Indianapolis, on Wednesday, January 20, 1915.

The business meeting will be held at 2:30 p. m. and in addition to the regular business, a very interesting program is being arranged. The meeting will close with a banquet, at which many guests will be present.

Convention of Upholstered Furniture Manufacturers

Atlanta, Ga., was the headquarters of the annual meeting of the National Association of Upholstered Furniture Manufacturers. About fifty members were in attendance coming from different parts of the country. The addresses were mainly technical and of interest only to the trade. The association is striving to abolish graft in factories, to assure the use of genuine leather, to promote honest advertising and to increase efficiency in factory methods.

Following are the officers of the association: C. J. Kindel, Grand Rapids, Mich., president; F. E. Shearman, Jamestown, N. Y., vice-president; C. S. Kimmeth, Chicago, Ill., treasurer; J. K. Maltby, Chicago, secretary.

Philadelphia Exchange Meeting

The Philadelphia Lumbermen's Exchange held its regular monthly meeting, preceded by a luncheon, on the evening of November 12, William H. Fritz, president, in the chair. Under the persuasion of the office and entertainment committee, Dudley Bartlett, [illegible] of the Philadelphia Commercial Museum, consented to address the members on "The advantage of the Philadelphia Commercial Museum to the business interests of Philadelphia." Mr. Bartlett as a preliminary explained the origin of this museum. He said its present director, Dr. W. C. Wilson, who has been an extensive traveler in foreign lands, where he succeeded in gathering a large amount of raw material to be used in manufacturing, together with much valuable data of a business character, interested a few wealthy friends to place same on exhibition. To this [illegible] additions were added later [illegible] collections of a like nature, and then others, until an interesting and valuable accumulation of stuff was acquired. This was the beginning; since then unlimited sources of knowledge have been added, educational, commercial and economic. Communication with exporters of constructive material in foreign countries has been established for the benefit of the whole business world. The museum library with its manifold works on every conceivable topic and achievement has no counterpart anywhere. This institution is not only the recipient of reports from every consular point but has direct communication with correspondents all over the world; in fact it is in possession of later data of importance as regards some of the foreign countries than the people living there. Names of buyers, condition of business, character of goods needed, cost of shipping, tariff and useful data as to best methods in packing and shipping can always be obtained here. A bureau has been established where merchants unacquainted with the language of any foreign country can have their business letters translated in the language desired. The institution is maintained by appropriation from the state and city, but the running expenses, which are considerable, are met by the fees obtained for valuable data furnished. At this time eighty per cent of the inquiries made can be answered off the reel, while only twenty per cent need further investigation. Trade directories, trade journals, daily and weekly newspapers from every important business center in the world are on file in this museum and open to the public for perusal. It also has on file the records of 500,000 business men [illegible]. Lectures are given by the institution every day to from 200 to 300 school children, who are divided up into grades, on various educational subjects, which lectures are accompanied by facilitating lantern slides; samples of materials used in constructive work are also shown; a public lecture is given every Saturday.

The address was intensely interesting and much appreciated by all

present. On motion thanks were voted to Mr. Bartlett for the treat he had given them.

At this meeting the E. P. Burton Lumber Company and the Ellwood Allen Lumber Company were elected members of the exchange. Routine work completed, an interesting report was read by Thomas B. Hammer, chairman of the committee which attended the convention of the Atlantic Deeper Waterways Association, held in New York, September 22 to 26. The report proved an interesting recital of the great needs of an interconnecting waterway in the event of war as well as for commercial purposes. Incidentally it is appropriate to state that all reports of committees of which Mr. Hammer is chairman are looked forward to as replete in interest and of valuable data.

The exchange was requested to send delegates to the eleventh annual convention of the National Rivers and Harbors Congress to be held in the New Willard hotel, Washington, D. C., December 9, 10 and 11.

The exchange put itself on record at this meeting as being in favor of a one cent letter postage.

The following resolution was passed:

It has been a great misfortune to lose by death our fellow member and friend, Frank C. Gillingham, who has been identified with this body since its organization. We desire to express our appreciation of his loyal and valuable service, honorable business methods, unquestionable integrity and kindness of heart. He always manifested a keen interest in the welfare of the lumber trade and the success of the Lumbermen's Exchange. He was a Christian gentleman of sterling character whose qualities of mind and heart endeared him to all with whom he came in personal contact. As a token of our deep sympathy we direct that a copy of these minutes be sent to the bereaved family.

A recent report to the detriment of the well-known firm of P. Elmer Weitzel, Bro. & Sons, now known as the Weitzel Lumber Company, reflecting upon the business methods of the concern, was answered at this meeting by Samuel Shoemaker, who personally read the following, which is self explanatory:

Rumors have been circulated that I have charged P. Elmer Weitzel Bro. & Sons with robbing me and some other customers by short measure in delivery of lumber. I may have said something like this: if so I desire to correct as freely and effectively as possible any statement, impression or rumor that your firm has ever wronged me in any way, shape or form, or anyone else that I know of.

SAMUEL SHOEMAKER.

The meeting then adjourned.

Memphis Club Meeting

There were sixty-two members and guests present at the regular semimonthly meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso, Saturday, November 14. The usual luncheon was served. J. D. Allen was in the chair. A number of out-of-town visitors were present, among whom the following were quite prominent: A. N. Richardson, Chicago; N. H. Walcott, Providence; Horace Taylor, Buffalo; Charles F. Fisher, New York; D. F. Palmer, Paducah, and W. C. Dwyer, Louisiana.

The most important action taken by the club at this meeting was the appropriation of $500 for the relief of the Belgians. It was ordered that this fund should be given by the club from its treasury and the resolution provided means for the raising of the necessary money if there were not enough in the treasury to take care of this disbursement. A special committee was appointed, consisting of F. E. Stonebraker, chairman; George C. Ehemann and W. L. Crensbaw, to decide upon what channel should be used in getting this fund to the Belgians. A number of the members of the Lumbermen's Club of Memphis have always done a large export business, much of which has been with Belgium. It was the consensus of opinion that nothing could be done that could show the sympathy of the members of the club more than this gift, which met with the approval of all members of this organization.

Secretary Kadel was instructed to write a letter to E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, inviting it to hold its next annual meeting at Memphis in March, 1915.

Resolutions were adopted thanking the statistics committee for its efforts in the direction of securing statistics covering the hardwood business in Memphis during 1913.

The visitors whose names have already been given were called upon for brief talks, and all responded in quite happy vein.

Hoo-Hoo Active

The resonant Hoo-Hoo cry, having sounded again throughout the eastern district of Pennsylvania, a brisk rattling was heard among the dry bones, and lo! a lively re-incarnation of the old favorite organization in Philadelphia. A concatenation was held at the Philadelphia Lumbermen's Exchange rooms on November 3 by the recently appointed vicegerent snark, John J. Rumbarger, who had lined up without difficulty eight kittens anxious to take their first lesson in a purring and spitting contest for glory and renown. Unfortunately some of the embryo felines were compelled to leave town a day or two before the concatenation, others were delayed to their great disappointment on their business trips, which left only the solitary George Houck, general manager of the Highland Lumber Company, Inc., Seth, W. Va., now residing in Philadelphia, to hold up the honor of the occasion, and a brave initiate he was who took his inauguration medicine, nauseous as it was, without a flinch, and enjoyed it immensely. The absentees all promised that nothing short of an earthquake or smallpox should prevent them getting in line at the next concatenation on February 13. The officials who conducted the concatenation comprised the old popular "Thomases": Snark, John J. Rumbarger; senior Hoo-Hoo, Jerome H. Sheip; junior Hoo-Hoo, Ben C. Currie; bojum, Frank T. Rumbarger; scrivenoter, St. George Bond; jabberwock, Thomas B. Hoffman; custocatian, Joseph P. Dunwoody; arcanoper, William D. Kauffman; gurdon, George Koon. The one initiated kitten, who will now undoubtedly be able to make the fur fly, is hereafter to be known as George Show-me Houck, as a middle name is always assumed according to the rules of the order, and this one was appropriately inserted as Mr. Houck came originally from Missouri.

The concatenation over, the whole bunch proceeded to Griffith Hall, on the second floor of the building, where a creditable representation of members with their ladies were in waiting for the banquet. The smiling countenances of twenty-four men and ten ladies is a compelling endorsement of the new departure of inviting the ladies at all the banquets and dinners. With the coming of coffee and cigars Snark John J. Rumbarger made a few pertinent remarks as to what promise the future held for the order in this section, after which he introduced Ben C. Currie as toastmaster for the evening. As a foreword Ben spoke encouragingly of the outlook for this revivified order of Hoo-Hoo, especially as Mr. Rumbarger designed to eliminate all objectionable features likely to creep in, and so build it up to a high moral standard.

Mr. Currie then introduced the new born kitten, who contrary to kitten rule displayed wide open eyes, George Show-me Houck, who was not a little surprised that after serving a willing target for the evening's fun he must do the further service of entertaining the guests. However, his claws were kept well under as he smilingly complied with the request. He promised to be a good and loyal kitten and wound up his little speech with a laughter provoking anecdote.

To vary the masculine rule and to show his colors as to the suffrage question, especially as his wife had a sharp eye on him, Mr. Currie called upon Mrs. John J. Rumbarger for a speech. Although taken much unawares Mrs. Rumbarger acquitted herself remarkably well and promised to do much better next time. Emil Guenther, a stanch friend of Hoo-Hoo and the second oldest member present, was next called upon. He thoroughly endorsed the snark in his efforts to build up a Hoo-Hoo here on clean and sane lines, and prophesied that under stricter discipline many new members may be counted upon. The toastmaster next called on Jerome H. Sheip, ex-vicegerent of the order, who also approved emphatically the new rules, especially of admitting the ladies, for which Snark Rumbarger is responsible. Mr. Sheip then explained concisely the origin of the order, and of the emergency death fund a splendid adjunct, which could not be too highly commended. After a few appropriate remarks from Mrs. George Houck, and some more of the members, the singing of Auld Lang Syne closed a specially enjoyable evening. Many absentees say they can be relied upon for the next occasion, as they are hand in glove with a clean cut local Hoo-Hoo.

Plans for Manufacturers' Convention Progressing Nicely

Arrangements for the thirteenth annual convention of the Hardwood Manufacturers' Association of the United States, which is to be held at Hotel Sinton, Cincinnati, January 28 and 29, are proceeding rapidly, and the program this year will be of unusual interest. Secretary Weller has already secured two of the speakers, and negotiations are in process with others.

The European war, which has practically closed the lumber export outlet in that direction, has turned attention of lumbermen to possibilities of trade with South America, and the government is now making a study of the South American markets. The Hardwood Manufacturers' Association is co-operating actively with the representatives of the forestry department in this work, and H. S. Graves, forester, Washington, D. C., has consented to address the convention on the subject of "Present Day Forest Problems." Mr. Graves will have an interesting message for the lumbermen as to the possibilities of an export business with South America. About a month ago Roger E. Simmons of the forestry department left for South America to gather first hand information along this line. Mr. Simmons, before leaving, was in conference with the officers of this association, and he has been supplied with sets of the various grades of hardwoods.

Another subject of vital importance to the lumber manufacturer is that of insurance. Lumbermen are already aware, through preliminary announcements in the lumber trade press, of the action by the National Lumber Manufacturers' Association in organizing and backing an Inter-Insurance Exchange. Formal organization has just been effected, and the new venture is to be known as the National Lumber Manufacturers' Inter-Insurance Exchange. Charles F. Simonson of Chicago has been appointed manager of the exchange. Mr. Simonson has consented to address the convention on the purpose and work of the new inter-insurance exchange, explaining all details, and he will also answer any specific questions relative to insurance. This new insurance organization will be strictly a lumberman's movement, and operated for the benefit of the insured rather than for private profit.

The association is already beginning to aggressively advertise the meeting, and, like the last convention, is extending an invitation "to everybody interested in the lumber business." Members are being urged to bring their neighbors with them, and particularly those who are not now members. General business and market conditions are such that the lumber manufacturer will welcome the opportunity of attending for the purpose of comparing notes with competitors, as well as getting an all-around idea of the probabilities and possibilities of the immediate future.

Golfers In Tournament

The Philadelphia Lumbermen's Golf Club held a tournament on the links of the Overbrook Golf Club, November 11. Twenty-seven members, divided into six four-somes and one three-some, entered vigorously into the game at one p. m. The game was one of unusual interest, as Presi-

dent J. Anderson Ross had presented a special prize to be contested for and known as the "Belgium Fund Loving Cup." In this connection every member of the club was solicited to contribute one dollar toward the fund now being collected in this city for the Belgium sufferers. The result of this collection was forty dollars.

S. P. Bowers won the president's prize, a small loving cup. He was also awarded first low net prize, score 70, a pair of golf shoes. The second low net score, 77, a silk muffler, went to Horace W. Smedley; third lowest net score, 78, a pair of golf gloves, fell to W. H. Smedley. An additional prize, given by H. C. Magruder, and known as the Magruder high gross prize, was a tie between H. Winfield Allen and William T. Betts, with scores of 124 each. On resorting to a toss up Betts won. No one was enlightened as to the character of the prize, and considerable curiosity was manifested as to the contents of the mysterious package. On opening a dozen beautifully appearing golf balls met the eye. Admiringly they were lifted, but alas! they only proved a clever trick in painted paper.

A fine dinner was served at 6:30, after which the meeting was called to order, with President J. Anderson Ross in the chair. After the reading of the minutes of previous meeting, a resolution of thanks was voted to H. C. Magruder, J. I. M. Wilson, Eli B. Hallowell, Carl Saye and R. Wyatt Wistar, who are members of both the Lumbermen's and Overbrook clubs, and to the Overbrook Golf Club, for courtesies extended. Horace W. Smedley, R. Wyatt Wistar, William P. Shearer and J. Elmer Troth, who tied for a prize in the September tournament, and who made the identical score at Huntingdon Valley Country Club links on the outing of the Lumbermen's Exchange in October, played together again on this occasion for decision as to the prize winners, but so equally were they matched that the result was still another tie. A toss up, which seemed the only settlement, ended in Shearer and Troth bearing off a Norfolk jacket as prizes. J. I. M. Wilson had kindly prepared for the golfers at this meet a light luncheon of which they were invited with much appreciation to partake immediately on return from the links. The weather was ideal and the game, including other events of the day, was enjoyed to the full by all.

National Lumber Manufacturers' Inter-Insurance Exchange

After more than a year and a half of discussion and agitation the officers of the National Lumber Manufacturers' Association have at last launched the inter-insurance department as recommended by the members at the annual meetings of the National association, held in Kansas City, June, 1913, and in Chicago, May, 1914. The new department will be known as The National Lumber Manufacturers' Inter-Insurance Exchange, and owing to the general support promised by the manufacturers will be ready to begin business at an early date.

CHAS. F. SIMONSON, CHICAGO, MANAGER OF THE NEWLY ORGANIZED INTER-INSURANCE EXCHANGE

At a meeting of the board of governors held in Chicago October 6, President Downman was authorized to appoint a committee with power to inaugurate the insurance work of the association. The committee met in Chicago last week, and concluded all the necessary arrangements. The work will be under the direct supervision of the advisory committee, which consists of the following members:

William Irvine, Northern Pine Manufacturers' Association, Chippewa Falls, Wis.; C. F. Wiehe, Northern Pine Manufacturers' Association, Chicago, Ill.; F. E. Waymer, Georgia-Florida Saw Mill Association, Jacksonville, Fla.; W. E. DeLaney, Hardwood Manufacturers' Association of the United States, Cincinnati, Ohio; Chas. A. Bigelow, Michigan Hardwood Manufacturers' Association, Bay City, Mich.; Nathan O'Berry, North Carolina Pine Association, Goldsboro, N. C.; W. A. Holt, Northern Hemlock and Hardwood Manufacturers' Association, Oconto, Wis.; E. A. Selfridge, Redwood Manufacturers' Association, Willits, Cal.; Edward Schwartz, Southern Cypress Manufacturers' Association, Burton, La.; Geo. X. Wendling, Pacific Coast Sugar & White Pine Manufacturers' Association, San Francisco, Cal.; W. B. MacKay, West Coast Lumber Manufacturers' Association, Portland, Ore.; J. P. McGoldrick, Western Pine Manufacturers' Association, Spokane, Wash.; H. H. Foster, Yellow Pine Manufacturers, Malvern, Ark.; J. Lewis Thompson, Yellow Pine Manufacturers, Houston, Tex.; John L. Kaul, Yellow Pine Manufacturers, Birmingham, Ala.; R. H. Downman, President National Lumber Manufacturers' Association (ex officio), New Orleans, La.; J. E. Rhodes, Secretary-Treasurer, Chicago, Ill.

Secretary Rhodes presented communications from over one hundred of the members of the affiliated associations in which they promised to support the exchange from its inception.

Chas. F. Simonson of Chicago, was engaged as manager, and will occupy offices adjoining those of the National Lumber Manufacturers' Association in the Otis building, Chicago. The committee feels fortunate in having been able to secure the services of Mr. Simonson for this office, as he is exceptionally well qualified by experience to place this work upon a successful and satisfactory basis. For the past twenty-five years he has held responsible positions in connection with the insurance business in both the field and office. For six years he made a study of mill and factory hazards for the Western Factory Mutual Fire Insurance Companies. He was general inspector of the Hartford Fire Insurance Company, western division, for nine years, and during the past few years has been superintendent of the governing committee of the Western Union, Chicago, during which he instituted a uniform system of schedule rating, formulating over thirty-two schedules containing more than two hundred classifications, including schedules covering sawmills, planing mills, lumber yards, etc.

Mr. Simonson is very familiar with inter-insurance, and is considered competent to establish a very thorough system of inspection.

The members of the committee do not believe that the National exchange will be any material competition with the existing inter-insurance associations, for it is very evident that there is more business to be placed than all combined can carry. The influence of the National exchange will be exerted toward the reduction of fire hazards in sawmill plants. A schedule of basic rates will be prepared as nearly on the basis of rates made by existing inter-insurance associations as possible, and the business of the exchange will be reinsured until such time as it is possible to safely carry its risks alone. No policies will be issued until powers of attorney have been signed representing at least two million dollars' of insurance, and this is already promised on approved plants. Subscribers will not be confined to members of the affiliated associations of the National Lumber Manufacturers' Association alone. Risks will be accepted upon a basis of physical conditions without regard to association membership. The work of the manager will be under the direct supervision of the executive committee of the advisory committee, which consists of the following members:

William Irvine, Northern Pine Manufacturers' Association, Chippewa Falls, Wis.; W. E. DeLaney, Hardwood Manufacturers' Association of the United States, Cincinnati, Ohio; Edward Schwartz, Southern Cypress Manufacturers' Association, Burton, La.; W. A. Holt, Northern Hemlock & Hardwood Manufacturers' Association, Oconto, Wis.; C. F. Wiehe, Northern Pine Manufacturers' Association, Chicago, Ill.; John L. Kaul, Yellow Pine Manufacturers, Birmingham, Ala.; R. H. Downman, President National Lumber Manufacturers' Association (ex officio), New Orleans, La.

The committee has secured the best possible management, and will take every precaution necessary to safeguard the interests of the subscribers. The success of the National Lumber Manufacturers' Inter-Insurance Exchange is assured from the start.

Annual of New York Lumber Trade Association

About 120 members were present at the luncheon and meeting of the New York Lumber Trade Association on November 11. The occasion was the twenty-eighth annual of the organization, and special efforts were made to have a good representative attendance. Luncheon was served at 1 o'clock and there was much fun of an informal nature. After luncheon the business meeting convened and heard reports from officers and committees covering the past year. The report of the trustees reviewed in detail the work done since last November.

The election brought back to office for another term all the old incumbents, as follows:

PRESIDENT—Russell Johnson Perrine.
FIRST VICE-PRESIDENT—John F. Steeves.
SECOND VICE-PRESIDENT—Frederick W. Starr.
TREASURER—Charles F. Fischer.

Sycamore in England

The sycamore which supplies considerable timber in England is very like that of the United States, though of a different species. There is always a demand for large sycamore timber, that is, of course, if clean and fairly conveniently situated, and prices are high. It is not often, however, that large, clean sycamore wood is offered in quantity, and when a goodly batch of such trees are put on the market they are generally snapped up at once, the price obtained varying greatly according to district, condition of roads, and distance from railway. But it is rarely that sycamore trees are found in quantity together, such as in a plantation, the bulk of the timber of this kind coming from fields and hedgerows. The sycamore is a farm tree, excellent for shelter, not too hard on the adjoining farm crops, and for these reasons it has become the farmer's friend, and has been extensively planted all over the country. It is a profitable tree, too, as the growth is rapid, and at, say, sixty or eighty years' growth it will contain from forty to sixty cubic feet of wood, which, under the most favorable conditions, will bring 62½ cents per cubic foot in the woodland. This very price was paid for a large number of sycamore trees on the Penrhyn estate, in Wales, the majority of which were removed from farms and hedges at various parts of the estate. The usual price is from 30 to 50 cents.

With the Trade

Klostermann Veneer Company

Notice was published in HARDWOOD RECORD recently regarding the incorporation of the Klostermann Veneer Company at Cape Girardeau, Mo., stating it was the successor to the Cape Girardeau Box and Veneer Company of that place. The Klostermann Veneer Company was incorporated under the laws of the state of Missouri, July 24, 1914, with a capital stock of $40,000, divided into 400 shares of $100 each. The company takes over the plant formerly operated by the Cape Girardeau Box and Veneer Company and is engaged in the manufacture of rotary cut veneers, principally for the box manufacturers. The plant is on the St. Louis-Memphis line of the Frisco and is so situated that raw material can be secured without trouble.

The officers are J. L. Stout, president; L. K. Juden, vice-president; R. W. Matteson, secretary; Mrs. M. Klostermann, treasurer.

Richardson-Young

Roy S. Richardson, secretary and treasurer of the Richardson Lumber Company and manager of the company's interests at Bay City and Rogers City, Mich., is to be married on Wednesday evening, November 25, to Miss Florence Ambrose Young, daughter of Mr. and Mrs. Walter Dickson Young of Bay City. Both the bride and groom are well-known in lumber circles as well as among a wide circle of social friends outside of the lumber business. Miss Young is the daughter of the head of W. D. Young & Co. of Bay City, which firm surely needs no introduction to the trade.

The ceremony and reception will take place at the Young home, Bide-a-Wee, Bay City, the ceremony being at 7 o'clock and the reception at 8 o'clock.

ROY S. RICHARDSON, BAY CITY, MICH.

Miss Young is a social leader in Bay City and is well-known in the social set of many other cities. Mr. Richardson is the youngest man representing any mill in the North. He comes from "lumber stock" and inherits his knowledge of and keen interest in lumber affairs. However, he has gained his experience through close application and has thoroughly mastered every branch of the business. His practical experience, combined with a natural aptitude and liking for the work, has made him one of the most competent lumbermen in charge of northern operations.

Mr. Richardson graduated from the University of Michigan in 1909 and went to work for the Rust-Owen Lumber Company at Drummond, Wis. He went through the entire operation at Drummond, where he worked three years, and from there went to Bay City, assuming the position of manager of the Bay City and Rogers City mills of the Richardson Lumber Company, of which he was made secretary and treasurer.

The couple leave immediately after the reception for an extended trip through the South and Cuba and will return to Bay City some time after the first of the year, taking up their residence in that place.

Receiver for Big Southern Companies

Judge James E. Boyd recently named W. J. Grandin, president of the Grandin Lumber Company of Grandin, N. C., as receiver for the Grandin Lumber Company and the Watauga and Yadkin River Railway Company. Mr. Grandin has already assumed charge of the business as receiver. The railway company is a subsidiary of the lumber company. The total assets of the two companies are placed at $7,000,000, and the liabilities, secured and unsecured, at $1,950,000.

Date of Sale of Philippine Concessions Changed

The Bureau of Insular Affairs of the War Department, Washington, D. C., has received a cablegram from Manila, Philippine Islands, advising that the date for the opening of bids at the Bureau of Forestry in Manila for a concession covering the large forest known as the Tayabas-Camarines tract has been changed from November 14, 1914, to January 14, 1915.

First Shipment of Hardwoods Through the Panama Canal

What is probably the first shipment of hardwood lumber to move through the Panama Canal reached Mobile early in the month via the New Orleans, Mobile & Chicago Railroad, coming from the Ferguson & Palmer Lumber Company, New Houlka, Miss. The lumber was moved in a special train of twelve cars and was given a daylight run in order that the benefits arising from the opening of the canal and the advantages of the port of Mobile in connection therewith might be made apparent. Each car bore a large streamer describing the shipment.

Big Blaze at St. Louis Plant

On November 14 the plant of the Henry Quellmalz Lumber and Manufacturing Company of St. Louis was destroyed by fire. According to Henry Quellmalz, president and treasurer of the company, the loss was about $30,000 and included the storage shed, the wagon and buggy stock factory and boiler house. The plant covers two and a half acres, having a frontage of 300 feet and depth of 600 feet. Origin of the fire was not determined.

Harry Raymond Occupies New Quarters

Harry Raymond of High Point, N. C., advises HARDWOOD RECORD that he has enlarged his facilities at High Point for handling veneers and lumber and has taken larger quarters across from the Southern Car Company. He recently added to his veneer and lumber connections the National Process Company of Indianapolis, Ind., and will handle that firm's Atlas vegetable glue.

A Complete Catalogue

Lewis T. Kline of Alpena, Mich., has just issued his 1915 catalogue describing the extensive line of excelsior and wood-turning machines manufactured at his Alpena works.

MRS. ROY S. RICHARDSON, BAY CITY, MICH.

The excelsior machines include machines for the manufacture of excelsior, and special machines such as baling presses, wood splitters, cut-off saws, barkers, knife grinders and spur grinders. Under the wood-turning machinery he has broom handle machines, spool machines, plug machines, bolting saws and splitting saws.

The illustrations are exceedingly interesting, as they describe a line of machinery that is distinctly special in its character. The excelsior machines are especially interesting.

Mr. Kline has established an enviable reputation for the integrity of his products. He states he will be very glad to give full information to interested parties.

A New Shrinkage Gauge and Moisture Percentage Indicator

C. J. Maural, manager of the dry-kiln department of the A. H. Andrews Company of Chicago, has just issued an attractive bulletin No. 230 describing a Zighometer shrinkage gauge and moisture percentage indicator. The Zighometer is a simple, practical instrument which directly measures the shrinkage (across the grain) of lumber, and which also indicates the per cent of moisture contained in the lumber tested, with reasonable accuracy, sufficient for all commercial purposes. According to claims of the bulletin, for quick and convenient testing of air-dried lumber in the yard and at the kiln, and for the quick and convenient testing of lumber during and after kiln-drying, the determination of moisture content by measurement of shrinkage is easier, quicker and much more convenient and is much more reliable than any weighing process could be.

The booklet then analyzes the subject of moisture content, maintaining that wood contains two different kinds of moisture, one of which is free moisture and the other fibre saturation. The free moisture is contained in the cells and pores and is evaporated first, generally with air-drying. The loss of this free moisture does not shrink or change the wood in any way, excepting certain species not in commercial use.

After giving up all free moisture the wood then only retains the fibre moisture, which is held by capillary attraction in the fibres. As soon as the fibre moisture begins to leave the fibres, shrinkage of wood begins. Slow drying at high temperature will cause shrinkage.

The booklet contains statements that a large number of carefully executed tests have demonstrated:

First: That most air-dried lumber before it is placed into the kiln has been dried to or slightly below the saturation point.

Second: That the actual difference in the shrinkage of test pieces of same length and moisture content, but of different species, is comparatively small and need not be taken into consideration.

Third: That the amount of shrinkage of test pieces of the same length varies in direct proportion to their moisture content. It is on these facts that the Zighometer was designed.

The catalogue contains some excellent illustrations showing the exact working of the instrument.

Death of M. F. Greene

M. F. Greene, one of the foremost hardwood lumbermen of Nashville, died suddenly at his home in that city, aged sixty-one years. Mr. Greene was a member of the Davidson, Hicks & Greene Company, one of the largest firms in this territory. He was preparing to go to his office, when he was suddenly stricken at his home, and died in a few minutes. Mr. Greene was a native of Youngville, Pa., and came to Nashville when twenty-nine years old. At one time he conducted the Union Lumber Company, and later was associated with John B. Ransom & Co. For sixteen years he had been one of the active members of the Davidson, Hicks & Greene Company, having held the position of secretary and treasurer a large part of the time. He was prominent in church and fraternal circles. He leaves a widow and two sons, the latter being J. L. and H. M. Greene, who are associated with the company.

J. W. Thompson and E. E. Taenzer Leave Memphis

Memphis is about to lose two gentlemen who have been prominently identified with the hardwood trade of this section for a number of years, J. W. Thompson and E. E. Taenzer. They will leave Memphis within the next few days to engage in the business of manufacturers' agents on the Pacific coast. Mr. Thompson was for a number of years at the head of the J. W. Thompson Lumber Company. More lately he has been engaged in the commission business under his own name. E. E. Taenzer was the principal owner of E. E. Taenzer & Co., and when this business was closed out he became a member of the Darnell-Taenzer Lumber Company. Several years ago he withdrew from the latter and reorganized E. E. Taenzer & Co., conducting a wholesale business in hardwood lumber. Both of these gentlemen have been quite prominently identified with the Lumbermen's Club of Memphis and with various other associations, and much regret is expressed in local lumber circles over the fact that they have decided to cast their lot in such a far country.

Pertinent Information

Statistical Record of the Progress of the United States

An epitomized record of the nation's growth in area, population, and resources is contained in a pamphlet just issued by the Department of Commerce through its Bureau of Foreign and Domestic Commerce, entitled "Statistical Record of the Progress of the United States, 1800-1914." In all cases where the statistical data permit, the tables cover more than a century; the later inauguration of certain lines of statistics necessarily restricts, in those cases, the period covered.

A half-century retrospect, readily available by reference to tables appearing in the pamphlet, affords a clear perspective of the nation's growth. Since 1850 the population of the United States has more than quadrupled, being approximately 100,000,000 at the present time. In the same period, however, foreign commerce has grown from $318,000,000 to $4,259,000,000 and the per capita value of exports from $16.96 to $23.27. National wealth has increased from $7,000,000,000 in 1870 to approximately $140,000,000,000; money in circulation from $279,000,000 to $3,419,000,000, and New York bank clearings from approximately $5,000,000,000 to over $98,000,000,000, while for the entire country bank clearings have grown from $52,000,000,000 in 1887, the earliest year for which figures are available, to $174,000,000,000 in 1913.

Evidences of improved social conditions among the people are also found in the Statistical Record. For example, 19,000,000 children are now enrolled in public schools and about 200,000 students in colleges and other higher institutions of learning, and the total expenditures on behalf of education now approximate $500,000,000 a year, the result being a rapid increase in general intelligence and a marked decrease in illiteracy. Over 22,000 newspapers and periodicals are disseminating information among the people, and the report shows a steady growth in the number of libraries in the country. In 1850 depositors in savings banks were 251,000 in number; today the number is 11,000,000 with deposits, exclusive of those in other savings institutions, aggregating $4,750,000,000, or more than 100 times as much as the middle of the last century.

Increased activity on the farms, in the factories, and in the great transportation industries has also developed during the last half-century. The value of farms and farm property increased from $4,000,000,000 in 1850 to $41,000,000,000 in 1910; the value of manufactures, from $1,000,000,000 to over $20,000,000,000; and the number of miles of railway in operation from 9,021 in 1850 to 258,033 in 1912. In the last quarter-century the number of passengers carried has increased from 492,000,000 to 1,004,000,000, and the volume of freight handled from 632,000,000 to 1,845,000,000 short tons. Nearly 20,000,000,000 pieces of outgoing mail matter are handled annually by the postoffice department, which disbursed in this important public service last year $262,000,000, or $2.70 per capita.

The range of subjects included in the Statistical Record extends to many other factors of national life, such as farm production, production of minerals, the consumption of liquors, prices of staple commodities, and financial conditions; while broad outlines are shown with respect to the world's development in population, production, commerce, carrying power, etc. The book is sold by the Superintendent of Documents, Washington, D. C., for ten cents a copy.

American Hardwoods in England

The London *Timber Trades Journal* says that American hardwood conditions, as they affect that side of the Atlantic, continue to move in favor of holders of spot stocks. The demand has been reduced considerably of late, but, on the other hand, arrivals have gradually diminished, for a variety of reasons. Apart from the holding up of contracts by buyers, shippers have in some cases delayed shipment themselves. Then again there was the tonnage available to bring shipments forward, and added to this, buying since the war began has been very restricted. The factor, however, which has had most influence on market conditions and prices is the absence, or rather the gradual reduction, of consignment parcels. There can be little doubt that so far as the outlook is concerned there is no reason to suspect any increase in the volume of consignments in the near future. Freight rates and other things will certainly tend to restrict, if not indeed prevent, anything of the kind for some time to come. The latest advices, if they can be relied upon, says the London paper, indicate

THE LATE M. F. GREENE, NASHVILLE, TENN.

J. W. THOMPSON, MEMPHIS, TENN.

E. E. TAENZER, MEMPHIS, TENN.

the possibility of the hardwood mills in the United States closing down forthwith.

Forestry and Warfare

The fighting in Europe has called attention to the possible place which forestry may have in warfare, according to military critics, and incidentally has proven the wisdom of the plans which Uncle Sam has worked out for the planting of screens of trees near the principal coast defenses in this country, particularly the defense batteries that protect New York harbor, Long Island sound and Boston harbor. Trees will also be planted to screen the batteries which will protect the Panama canal where needed.

Americans will be interested to note what use the United States has planned to make of forests, both natural and planted, as a part of its preparations for any possible war in which this nation should ever become involved. Because of the forest cover which already exists along most of the eastern coast of the United States, and also because foreign intervention is considered such a remote possibility, no effort whatever has been made heretofore to maintain or to secure forests for their relation to military movements.

In recent months, however, the War Department has called upon the Department of Agriculture to make working plans for the planting of screens of trees near the principal coast defenses of the East, and experts of the United States Forest Service have already completed the plans for the artificial forests which will screen coast defense batteries which will protect New York harbor, Long Island sound, Boston harbor and Pensacola, Fla. Congress has not yet made appropriation for the planting work, but it is believed that it will do so at the coming session, now that the value of forests in warfare has been demonstrated in the European war.

American army officers have pointed out that the retention by France of certain forests along her eastern border has had a profound influence upon the movement of troops, the placing of batteries and the concealment of war moves in general. It has been stated that the French forests have offered particular advantage to the armies of the Allies because of the character of their growth.

Disease Attacks Mountain Sheep and Goats

The Department of Agriculture has undertaken the investigation of a serious disease which is affecting the Rocky Mountain bighorn sheep and the mountain goats, and is reported as existing on the Lemhi national forest in Idaho.

The forest officers think that it is the same disease that caused the mountain sheep to die in great numbers during 1882-83. The nature of the disease is not known, though it results fatally and sheep affected with it seem to have rough and mangy coats and are very much emaciated. Three bureaus of the department are engaged in the study—the Biological Survey, Bureau of Animal Industry, and the Forest Service. A competent veterinarian has already gone to Idaho to start the work.

"The Last Kick"

Orchardists and foresters say that when a tree is about to die it concentrates all its energy and produces a phenomenal crop of fruit or seeds. This is called "the last kick."

The walnut trees of England bore an unusually heavy crop of nuts this season, which circumstance is thought to have an uncanny significance. The walnut trees in England were not planted for their nuts, but to have a supply of wood for gun stocks when the hour of need should arrive. The hour has come, and many a walnut grove and isolated tree will stock rifles before the forests bloom again. People who are inclined to be superstitious are wondering why this year's crop of walnuts happened to be unusually large.

The largest walnut grove in England is at Kempston, near Bedford. It contained at first 365 trees, one for each day of the year, which were planted about a century ago by the then owner of the farm, who cynically remarked that wars would never cease and the timber would always be wanted for gunstocks.

Building Operations for October

As compared with September, the building operations for October show improvement. As compared with October, last year, there is a decrease. Permits issued in 71 cities during September decreased 32 per cent, as compared with the permits issued during September last year. The shrinkage in October, as compared with the corresponding month of 1913 is about 20 per cent. The loss in itself is serious enough. The favorable condition is that during the early days of November there have been distinct gains in a number of cities. The easier money markets are permitting the delayed execution of many plans.

The official reports of building permits, issued by 74 cities, during October, received by the *American Contractor,* Chicago, total $42,657,228, as compared with $52,988,653 for October, 1913, a decrease of 20 per cent. About one-fourth the cities show gains and about three-fourths, losses. It is interesting to note that among the cities showing gains is New York, the building operations of which for the month expanded 16 per cent over those for October, last year, the boroughs of Manhattan, Brooklyn and the Bronx showing gains, and Queens and Richmond, losses. Scranton and Syracuse make the best statements, gains of 194 and 141 per cent respectively.

For the first ten months of the year the aggregate, as shown in the detailed statement below, is moderately below that for the corresponding period of 1913. Details are as follows:

City	October, 1914.	October, 1913.	Per Cent Gain.	Per Cent Loss.
[illegible]	$ 304,815	$ 463,425	..	34
[illegible]	239,225	781,965	..	69
[illegible]	215,988	338,340	..	36
[illegible]	299,098	697,606	..	57
[illegible]	138,373	254,741	..	46
[illegible]	174,437	185,195	..	6
[illegible]	604,000	1,347,000	..	55
[illegible]	245,000	496,000	..	51
[illegible]	61,872	89,470	..	31
[illegible]	6,774,200	9,314,050	..	27
Cincinnati	402,235	589,345	..	32
[illegible]	2,265,685	1,979,075	14	..
Columbus	649,220	590,005	10	..
[illegible]	294,150	519,435	..	61
[illegible]	36,203	252,225	..	86
[illegible]	157,985	241,703	..	35
[illegible]	145,084	123,369	18	..
Detroit	1,491,225	3,079,540	..	51
Duluth	236,625	212,452	11	..
East Orange	122,507	136,966	..	11
Evansville	99,850	139,086	..	28
Ft. Wayne	161,400	173,785	..	7
[illegible]	152,080	257,803	..	41
[illegible]	50,475	150,615	..	65
[illegible]	360,155	423,040	..	15
Indianapolis	337,689	573,048	..	41
[illegible]	533,790	1,540,705	..	65
Lincoln	53,800	89,037	..	40
[illegible]	1,573,222	1,701,550	..	8
Louisville	327,040	332,580	..	2
[illegible]	97,409	149,022	..	35
[illegible]	105,580	196,090	..	46
[illegible]	611,577	1,213,695	..	50
[illegible]	1,064,570	1,240,950	..	15
Newark	707,086	675,530	5	..
[illegible]	201,815	214,085	8	..
[illegible]	286,378	208,750	37	..
New York City	9,242,638	7,985,108	16	..
[illegible]	4,023,172	2,996,840	34	..
[illegible]	1,292,080	907,397	42	..
Brooklyn	2,719,320	2,553,180	6	..
Queens	1,076,192	1,333,382	..	19
[illegible]	131,894	194,366	..	32
Oklahoma	19,975	15,800	26	..
[illegible]	154,675	294,025	..	46
[illegible]	55,247	175,255	..	68
[illegible]	165,660	290,900	..	43
Philadelphia	2,467,310	2,715,850	..	9
[illegible]	1,085,348	1,362,387	..	20
[illegible]	508,505	681,710	..	25
[illegible]	401,192	735,403	..	45
[illegible]	107,605	171,390	..	37
San Antonio	83,150	275,405	..	70
[illegible]	115,886	554,779	..	79
[illegible]	1,479,518	1,118,280	32	..
St. Joseph	25,100	61,128	..	59
St. Louis	1,115,874	820,073	36	..
St. Paul	1,001,300	804,252	24	..
[illegible]	300,835	102,251	194	..
[illegible]	610,665	474,190	29	..
[illegible]	75,985	87,485	..	13
Sioux City	52,795	365,162	..	86
[illegible]	25,153	40,250	..	38
[illegible]	60,650	140,340	..	57
Springfield, Ill.	63,525	110,015	..	42
[illegible]	293,079	121,365	141	..
[illegible]	46,763	138,223	..	66
Toledo	404,939	847,950	..	52
[illegible]	50,765	50,735	..	3/10
Troy	64,178	114,000	..	43
[illegible]	407,411	667,932	..	38
Wilkes Barre	54,087	206,687	..	74
Worcester	590,807	494,044	20	..
[illegible]	$42,657,228	$52,988,653	..	20

The Inventor of Shrapnel

Most everything seems to get back, sooner or later, to the lumberman. Shrapnel—an explosive shell filled with bullets—are just now being heard and heard of pretty frequently in Europe.

The *Timber Trades Journal* says that it is not generally known that a well-known member of the London timber trade is a great grandson, in direct descent, of the inventor of the shrapnel shell which has been adopted by all countries as a weapon, and in every land goes by the name of the inventor. The gentleman alluded to is H. V. Shrapnel, now one of the managing directors of the North Russia Timber Agency, Ltd. The inventor of the projectile was General Henry Shrapnel, R. A., who was born in 1761, and was the son of the owner of a large cloth mill at Bradford-on-Avon, in Wiltshire. After serving with the Duke of York in Flanders, young Shrapnel, inspired by the trivial effect of round shot and the very limited ranges of case and grape shot against troops in the field, set to work to devise a better projectile, with the result already known. He, however, labored long to bring his invention to perfection, and it was not until 1802 that the spherical case shot, as it was originally called, was adopted for issue to the British army. The statement that shrapnel shell won for England the most important battles in the Peninsula, and even Waterloo, is no exaggeration; the dispatches of Wellington and the reports of high artillery commanders testify to that. General Shrapnel was approached on several occasions by emissaries of foreign powers offering him large sums for the secret, but he spurned these offers, the secret being eventually discovered by a Belgian in 1834. All the government gave General Shrapnel was $6,000 a year, though William IV. offered him a baronetcy in 1837, which honor he was too poor to accept. He died in 1842 a poor, and it is to be feared, an embittered man. The general's son and heir was compelled to sell the family seat, Midway

Manor, near Bradford-on-Avon, and emigrate. It may also be mentioned that the gate pillars of this residence are still crowned with pyramids of shrapnel shells in their original spherical shape.

Reduction in Mahogany Rate

Otis A. Felger of the Felger-Robbins Company, Havana, Cuba, and Grand Rapids, Mich., has been instrumental, through his protest to the Interstate Commerce Commission, in reducing the rate on mahogany lumber shipped from Gulf ports to Grand Rapids from 33c to 26c on a minimum of 30,000 pounds.

With the former rate in effect the company had difficulty in getting the mahogany manufactured at its Havana mill to Grand Rapids, but with the new rate can compete with mahogany from other centers.

The Havana mill is now working sixty hours a week and doing a good business.

A New Walnut Discovered

It is reported that a new species of walnut has been discovered in Mexico, and that botanists have named it *Juglans mexicana,* which in English means Mexican walnut. The tree is said to be large, shapely, and abundant, and the wood fully equal to black walnut in grain and figure, while the color is more like Circassian walnut. The discovery is said to have been made in the little-known region of southern Mexico. Further information is desirable before final opinion can be formed concerning this new wood. There is another Mexican walnut which has long been known *(Juglans rupestris).* It overlaps into Texas, New Mexico, and Arizona. The tree is small, but the wood is fine, and resembles black walnut. It would appear that the new discovery is something different.

White Pine Whittling Sticks

A former popular custom seems to have passed away. The white pine whittling sticks are no longer heard of as a small but appreciated part of lumber shipments from yard to factory or from mill to yard.

Civilized men like to whittle and there is no wood known that whittles better than good white pine, unless it is pencil cedar. It was once a custom with shippers of white pine to throw a few sticks of this wood into the car for the men at the other end of the line to try their knives on during the hours of meditation on Sunday afternoons while sitting about the premises. No charge was made for the sticks. They went in as a sort of thank offering for the customer who bought the lumber.

Hardwood News Notes

MISCELLANEOUS

The City Planing Mill of Dallas, Tex., was destroyed by fire on November 12.

Robert E. McQuay has commenced the manufacture of hardwoods at Richmond, Va.

The Land & Timber Company has been incorporated at Escanaba, Mich., with $50,000.

The Wisconsin Veneer Company of Rhinelander, Wis., it is advised, will reorganize December 1.

It is reported that plans are under way for the erection of a planing mill at Culver City, Cal.

The International Comfort Chair Company has started business at Boston, Mass., with $25,000 capital stock.

The Hardwood Lumber Company recently began business at Newark, N. J., in the wholesale hardwood line.

The Waetjen-Ingram Veneer Company has been incorporated to operate at Des Arc, Ark., with $10,000 capital.

The State Association of Tie Manufacturers and Dealers was formed at Little Rock, Ark., on Monday, November 9.

The F. W. Lombard Chair Company of Fitchburg, Mass., will rebuild its factory which was recently destroyed by fire.

The St. Louis Furniture Workers' Association, St. Louis, Mo., has increased its $50,000 capital stock to $100,000.

It is reported from Cheraw, S. D., that the Hickson Lumber Company's mill at Dixie, S. D., was destroyed by fire recently.

The Southwestern Cooperage Company will erect a factory building at Fort Worth, Tex., for the manufacture of barrels.

It is stated that the new plant of the Georgia Basket & Crate Company of Thomasville, Ga., is about ready for operation.

The authorized capital stock of the Tri-State Casket Company, which has been incorporated at Kendallville, Ind., is $20,000.

According to recent announcements the Blewett Manufacturing Company of Spokane, Wash., will begin the manufacture of harvesters.

It is reported that A. B. Newman of Pine Bluff, Ark., recently took over the property of the Triangle Lumber Company of that place.

J. E. Eaechler of Goderich, Ont., is having plans drawn up for the erection of a furniture factory at that point, which will cost $50,000.

The International Refrigerator Company of Little Rock, Ark., has been chartered by the secretary of state with a capital stock of $30,000.

The mill of the Hallett Manufacturing Company of Mobile, Ala., was destroyed by fire November 10. The loss is reported to be $25,000.

The American Show Case Company is the style of a recently incorporated Columbus (O.) concern which will operate with $35,000 capital.

The Dominion Tie Company has started business at Dover, Del. This is an incorporated concern with an authorized capital stock of $100,000.

The Spooner-Campbell Company has started business in New York City. The company is capitalized at $40,000 and will manufacture farm implements.

The Hallett Manufacturing Company, Mobile, Ala., will install sawmill and handle manufacturing machinery to make 15,000 feet of lumber and 6,500 handles a day.

It is reported from Malvern, Ark., that the Band Veneer Company, which has been operating at that place, has recently been incorporated under the same name.

The Gold Medal Camp Furniture Company of Racine, Wis., is preparing to erect modern buildings in place of several old structures and doubtless will be in the market for new machinery.

The Babcock Lumber & Boom Company, one of the operating interests of the Babcock Lumber Company of Pittsburgh, Pa., and located at Davis, W. Va., was visited by a severe fire a few days ago.

The Wolke Furniture Company has filed articles of incorporation with the Kentucky state capital and will operate at Louisville manufacturing furniture. The company has a capital stock of $50,000.

It is reported that the Wisconsin Refrigerator Company is contemplating removing its operations from Eau Claire to some other locality farther south. The company is looking over propositions in North Carolina and Virginia.

The Merchants' and Manufacturers' Association of Jackson, Tenn., is negotiating with two woodworking plants located in Canada and Ohio, which have been making inquiries for operating such an institution in Jackson.

James A. Carlson, S. W. Smith, C. W. Catlin, John Weinman, Cal Wolfard, A. Peterson, B. C. Taber, C. A. Dooley and N. N. Metcalf have organized the United Furniture Manufacturing Company at Port Allegany, Pa.

The Knoxville Lumber and Manufacturing Company, Knoxville, Tenn., is preparing to build an addition to its present woodworking plant and to remodel its warehouse. New machinery to manufacture silos will be installed in the latter structure.

CHICAGO

F. R. Gadd, vice-president of the Wisconsin Lumber Company, returned to his offices in the Harvester building after traveling through the South the past two and a half months. He is rather optimistic as to the general outlook through the South.

C. E. Davis, representing the Mengel interests at Louisville, Ky., spent several days in Chicago during the past week.

Thomas Montgomery of Marshall & Montgomery, timber merchants of Liverpool, England, spent several days around the Chicago trade last week.

Fred Mowbray of the Mowbray & Robinson Company, Cincinnati, O., was in Chicago last week on a business trip.

W. M. Milne, president of the Philippine Hardwood Lumber Company of Los Angeles, Cal., was in Chicago for three days of last week on a missionary tour in the interests of his Philippine hardwood lumber.

George Hancock, who is selling dry kilns manufactured by the Grand Rapids Veneer Works, Grand Rapids, Mich., said, while in HARDWOOD RECORD offices last week, that he found a most acceptable tone among the trade which he called on.

Burdis Anderson, general manager of the Old Dominion Veneer Company, North Emporia, Va., sold some satisfactory orders for veneer in Chicago last week during a visit of a few days.

George R. Thamer, president of the Empire Lumber Company of Chicago, died a few days ago after a short illness.

The Parris Upholstering Company has recently been incorporated to operate in Chicago to manufacture furniture and cabinet work. Its capitalization is $2,500.

W. E. DeLaney, president of the Kentucky Lumber Company, Lexington, Ky., stopped off at Chicago for a few days last week, visiting the trade.

W. H. Weller, secretary of the Hardwood Manufacturers' Association of the United States, Cincinnati, O., was busy in Chicago the past week in the interest of his organization.

Roy E. Pickrell of the Pickrell Walnut Company, St. Louis, Mo., favored HARDWOOD RECORD with a call last week.

William Pritchard of J. W. Wheeler & Co., Memphis, Tenn., and Madison, Ark., was a recent visitor in the Chicago trade.

F. J. Kuny of the Williamson-Kuny Mill & Lumber Company, Mound City, Ill., called on the Chicago trade lately, and reports business looking somewhat improved.

NEW YORK

The directors of the Lumber Mutual Casualty Insurance Company of New York held their first quarterly meeting recently and are able to report fine progress for this new trade insurance organization. The company has $100,000 of premium income, and to date has had comparatively few losses, so few in fact that there is every likelihood of a substantial return dividend to policyholders if the present experience is maintained throughout the year. There are over 200 policyholders, covering over 6,000 lumber trade employees.

H. J. Gott, manager of the local Babcock office, returned recently from a business trip South. He says things are looking up and expects better business with the new year.

Charles Adsit, who is one of Alex. Morton, Jersey City hardwood specialists, has been receiving a lot of inquiry of late. No, it's not all business. He was recently visited by Dr. Stork, who left two fine boys at the Adsit home, so when the news became known there was much inquiry from his friends in the trade.

Wm. E. Van Wert, Emporium Lumber Company; Geo. F. Gray, A. Sherman Lumber Company, and Ferris J. Meigs, Santa Clara Lumber Company, were New Yorkers present at the annual meeting of the Empire State Forest Products Association at Utica, November 12. Mr. Van Wert continued to Conifer, where the new Emporium mill is turning out a fine hardwood output.

S. S. Spiro, hardwood wholesaler, is now in charge of the hardwood department of W. R. Gardy, prominent Philadelphia wholesale lumberman. He spends part of each week in the Quaker city headquarters, but finds time to keep in close touch with the New York trade, which he covered for so long for H. H. Salmon & Co.

The Sumner Lumber Company reports a fair run of business, considering the universal quiet. Herb Sumner says the first of the year is going to bring real and lasting business to the good of all.

BUFFALO

One of the events of interest to the hardwood trade is the first exhibition which the Jamestown furniture manufacturers have ever held. It has been on in that city this month, with a good attendance of buyers and some satisfactory results in the way of sales. Jamestown manufacturers have hitherto depended upon the Chicago and Grand Rapids shows to exhibit their goods and they have reached the conclusion that the buyers of the chief eastern cities can be interested in an exhibition held in Jamestown. An exhibition building is needed and a move is on foot to build one.

The rewards offered at North Tonawanda for conviction of the incendiary who caused the Brady Bros.' fire now amount to $1,600. A suspect named Albert Lamb has been arrested at Niagara Falls who declines to answer questions about lumber yard fires, though he admits setting fires at Niagara Falls.

The A. J. Chestnut Lumber Company reports a change in the condition of the hardwood flooring trade. For some reasons competitors are cutting prices badly and threaten to spoil what has been a good proposition through the dull lumber season.

Hugh McLean was recently in Bathurst, New Brunswick, looking over the operations of the Bathurst Lumber Company, in which he is interested. The company has its new pulp mill under roof and will make pulp by July 1 next.

Davenport & Kelley are finding a good local demand for 4-4 and 8-4 white ash, in which they have been among the largest dealers here lately. Other hardwoods are reported dull.

Blakeslee, Perrin & Darling find trade picking up a little, the principal trade recently having been in thick oak and thick maple. Local inquiry for lumber is on the increase.

T. H. Wall of the Buffalo Hardwood Lumber Company has been in Canada lately on a hunting trip. The local yard finds trade rather quiet this month.

The Ferd. Brenner Lumber Co., Alexandria, Louisiana

Manufacturers of High Grade Hardwoods

DAILY CAPACITY 125000 FEET

The J. M. Briggs Lumber Company is now located on the ninth floor of the Ellicott Square building. The company was recently organized as a successor to J. M. Briggs & Co.

The Buffalo Lounge Company has filed plans with the bureau of buildings for a four-story brick addition to its warehouse and factory at 567 Exchange street. The cost will be $10,000.

T. Sullivan & Co. had a cargo of brown ash on the steamer Bradley, which arrived here a few days ago. The demand for this wood and other hardwoods has been rather light of late.

The National Lumber Company reports a dropping off recently in the demand for flooring, which was good during the summer. The yard is, however, handling some oak and maple flooring at present.

The Yeager Lumber Company states that oak and maple continue to be the best sellers among hardwoods, with a steady sale for cypress.

PHILADELPHIA

William Whitmer & Sons, Inc., this city, have taken over the office of the Peale-Coryell Lumber Company, New York, which concern formerly handled the Whitmer lumber in that territory. J. S. Richards, long connected with the Philadelphia company, will be in charge of the New York office.

The Highland Lumber Company, Inc., Seth, W. Va., recently opened offices at 1125 and 27 Real Estate Trust building, this city, which will be the main selling headquarters, in charge of George Houck, general manager. The company manufactures strictly hardwood, and makes a specialty of oak. It has a band mill cutting 75,000 feet of hardwood per day, seventy-five per cent of which is oak, the remaining twenty-five per cent being made up of poplar, chestnut and basswood. The company intends to erect a four-band electric mill in the early spring, which it says will be the most complete and up-to-date hardwood mill in the South.

John W. Coles, the popular young wholesale lumberman, recently returned from one of his annual deer hunting trips in the Maine woods. The fame of John as a crack shot had evidently gone before, for the deer were conspicuously absent, but a big black six-foot bear was foolish enough to keep up his parade—result, "dead bear." John is justly proud of his good luck.

John J. Rumbarger has just associated himself with the Babcock Lumber Company, and will start December 1 on a tour of the company's mills to thoroughly acquaint himself with the stock situation before going on the road.

A disastrous fire which started in Munger & Bennett's lumber yard, Camden, N. J., on November 12, also swept through the plant of the West Jersey Paper Manufacturing Company, causing a total loss of about $125,000.

The Baldwin Locomotive Works recently received an order from Russia for thirty locomotives, two hundred machine tools and other work, which will aggregate about $1,500,000. These engines will have to be shipped in two months, which will mean rush work.

Yokum Brothers, Reading, Pa., were visited by fire November 9, which destroyed a six-story cigar factory, a three-story junk shop, lumber yard, two-story wheelwright shop and four dwellings, causing a loss of $130,000, of which Yokum Brothers' loss is placed at $100,000; Reuben Hoffa, lumber yard $12,000, wheelwright shop and frame dwellings $2,500.

The Orchard Knob Lumber and Coal Company, Wilmington, Del., obtained a charter under Delaware laws, November 17. It is capitalized at $1,200,000.

BOSTON

The Massachusetts Wholesale Lumber Dealers' Association will hold its annual meeting and election of officers at Young's hotel, Wednesday evening, December 2. As the program includes the report of the special committee on incorporation, it is probable that definite action on this important change in the organization will be taken at an early date.

At Portland, Me., the Robbins Point Lumber Company has taken out a charter of incorporation with capital of $10,000. A. F. Jones is president.

Herbert A. Fuller, a well-known northeastern lumberman, died at his home in Watertown, November 8, aged forty-eight. He is the son of Granville Fuller of the old firm of G. Fuller & Son of Brighton District and vice-president and treasurer of the Fuller-Smith Lumber Company of Boston. The latter firm is now reported as being liquidated. Mr. Fuller entered the business with his father when a young man and has been constantly active among the lumbermen.

BALTIMORE

The decision of the Russian government to put an embargo upon the exports of all lumber and woods, including Circassian walnut, is proving unfortunate for at least one Baltimore firm, John L. Alcock & Co., the well-known hardwood exporters, having concluded arrangements last summer for shipments of Circassian walnut logs direct from Batoum. Mr. Alcock had succeeded, after protracted negotiations, in establishing a connection whereby he was enabled to get consignments, the first shipment having come by way of New York. Another shipment was made

aboard a German steamer, which was to have landed the logs at Rotterdam, whence they were to have been sent direct to Baltimore, but war was declared and the German steamer put in at Constantinople. The logs were discharged there, but what became of them afterward is still to be ascertained here. The stoppage of exports, therefore, is a serious matter for the firm and means at least a postponement for an enterprise which gave every promise of making Baltimore one of the centers of distribution for Circassian walnut.

The steamer Quernmore of the Johnston Line, which got in last week from Liverpool, brought sixty-seven logs of walnut, destined for Cincinnati and other points.

A wedding of much interest in the lumber trade was that of Dudley Day Lawton, a son of William T. Lawton, to Miss Ruth Arnold Crawford, daughter of Clinton Lee Crawford of Roland Park, on November 12. The father of the groom is a member of the firm of Joseph Thomas & Son, manufacturers of millwork, one of the oldest firms of its kind in the city, while the groom is connected with the wholesale hardwood firm of Price & Heald, Knickerbocker building. The ceremony was performed by Rev. Dr. Charles C. McLean, pastor of Roland Park Methodist Episcopal Church, assisted by Rev. Dr. J. Ross Stevenson of the Princeton Theological Seminary. Mr. and Mrs. Lawton after returning from a trip West will make their home with the parents of the groom at 1505 Park place. The new benedict is only twenty-three years old, but has already given evidence of sterling business capacity and has made a number of friends in the trade.

J. Paul Frank, for years engaged in the cooperage business in South Baltimore, died November 12 at the home of his son, William Frank, at Hamilton, a suburb. He was eighty-seven years old and had lived in this city for twenty-five years.

Roger E. Simmons of the Department of Commerce and the Bureau of Forestry at Washington, who has been detailed to visit South American countries and see what can be done to extend the business in American woods there, sailed on his mission November 7 from New York aboard the steamer Voltaire for Rio de Janeiro. Mr. Simmons was accompanied by his wife, and will be away the better part of a year. It was his intention to stay at Rio for about six weeks, getting in touch with leading business men and studying local conditions. After that he intends to continue on down the east coast of South America, taking in other prominent ports and also making trips inland. Next the west coast will be canvassed in the same manner.

Forest fires in the Blue Ridge Mountains of Maryland during the first part of the month overran thousands of acres of timberland and caused much destruction of stumpage. Most of the fires are attributed to the carelessness of hunters.

The report of the building inspector for October is not especially encouraging and discloses the extent of the curtailment that has taken place in the activities of the contractors, largely, of course, because of existing financial conditions. The value of the new buildings for which permits were issued during the month did not exceed $289,567, $102,000 being on account of alterations and $88,000 chargeable to additions. The total is smaller than that for any months this year except January and September, and is far below the returns for June, which holds the record with $2,246,410, and for February, April, May, July and August, with valuations of more than $1,000,000. It may be stated, however, that the month represents some gain over September, which indicates that the low mark has been touched and that a prospect of recovery is presented.

COLUMBUS

The announcement is made by the officials of the Hocking Valley Railway Company and the Chesapeake & Ohio Railroad Company that extensive improvements will be made on both lines during the coming year. One of the improvements contemplated is the double-tracking of the Hocking Valley from Columbus to Toledo and the increasing of the dock facilities. The Chesapeake & Ohio will start the work of constructing the line from Portsmouth to Columbus at once. The contract for the construction of a large bridge across the Ohio river at Sciotoville has been awarded to the Dravo Construction Company of Pittsburgh.

At a recent meeting of the Ohio Valley Improvement Association at Cincinnati resolutions were adopted urging congress to continue with its appropriations to complete the work of securing a nine-foot stage the year around in the Ohio river. The government was urged to secure at once all necessary dam sites.

The planing mill of H. F. Steffen at Pemberville, Ohio, has been destroyed by fire, entailing a loss of approximately $10,000. The buildings will be reconstructed.

C. M. Anderson, western sales manager of the Elk River Coal and Lumber Company of Clay, W. Va., has opened offices in the Columbus Savings & Trust building, Columbus.

F. B. Pryor of the W. M. Ritter Lumber Company reports that trade in hardwoods in this section is holding up fairly well when business conditions are considered. Buying on the part of factories is now one of the best features of the trade. Buying is being done by furniture and vehicle concerns. Yards are buying only what they absolutely need for the present. Prices are fairly well maintained, although some cutting is being indulged in. Yard stocks are not large.

J. A. Ford of the Imperial Lumber Company reports a better feeling

Dimension Stock
GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
No manipulation of grades.
Located on La. R & N. Co. COLFAX, LA. Consumers' inquiries desired

Harris Manufacturing Company
Johnson City, Tennessee
"Harris" Hardwood Flooring and Lumber

MEMPHIS

DUCAN LUMBER CO.
Manufacturers and Shippers Hardwood Lumber
MEMPHIS TENNESSEE

TIMBER ESTIMATES
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager, Porter Building. Memphis, Tenn

TSCHUDY LUMBER CO.
MANUFACTURERS OF
St. Francis Basin Hardwoods
SPECIAL BILLS LONG STOCK
OAK, ASH and CYPRESS
18 to 30 feet Sawed to Order
Mill & Yards MEMPHIS
ADDRESS CORRESPONDENCE TO GENERAL OFFICE
605 Republic Bldg. KANSAS CITY, MO.

VANDEN BOOM-STIMSON LUMBER COMPANY
Manufacturers Southern Hardwoods
Ash a Specialty
Memphis Tennessee

RED GUM
(Leading Manufacturers)

OUR STOCK OF
BAND SAWN
Southern Hardwoods
is one of the most complete
and largest in the state
We can readily fill any requirement in
RED GUM
Oak, Ash, Elm
PAINSTAKING ATTENTION TO YOUR INQUIRIES
THE LANSING CO., Parkin, Ark.

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn
Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14'
and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

in the hardwood trade since financial conditions are more settled. The movement is growing better.

W. M. Ritter, head of the concern bearing his name, was called to New York on business about the middle of November.

Manufacturers and dealers in mill work, doors and sash report a fairly good market when the time of the year and business conditions are taken into consideration.

INDIANAPOLIS

The mill of the Deming Lumber Company at Martinsville was destroyed by fire a few days ago.

The Anderson Box and Basket Company of Henderson, Ky., is considering a proposition to move to Evansville.

About 1,500 employes, who were laid off, have returned to work for the Studebaker Corporation, South Bend, which has received orders for war equipment aggregating about $6,500,000.

The Bauer Cooperage Company at Lawrenceburg has resumed operations, the plant having been closed down since July. More machinery has been installed and extensive improvements made.

A memorial to Bedna Young, a hardwood manufacturer of Evansville recently killed in an automobile accident, is to be placed in the new St. Mark's English Lutheran Church in that city.

S. P. Jennings, lumberman and handle manufacturer of Newcastle, died at his home in that city recently. He was seventy-four years old and is survived by several children.

There is a temporary depression in the hardwood flooring business here because of the practical suspension of building operations, due to inability to negotiate loans for building purposes.

MEMPHIS

The Anderson Tully Company of Memphis has sent a check to the Commercial Appeal of this city as a contribution to the fund which that paper is raising for the relief of the Belgians. The amount was $200, the largest contribution made by any firm or individual in this part of the country and second only to that of $500 given by the Lumbermen's Club of Memphis, as reported elsewhere in this issue of the Hardwood Record.

The Galloway-Kennedy Company, Clarendon, Ark., has been granted a charter as successor to the J. B. Galloway Company. It will engage in the general lumber business. The capital stock is $20,000, all of which has been subscribed. O. C. Galloway is president and secretary and F. M. Kennedy is vice-president and treasurer.

The Richland Lumber Company, Lonoke, Ark., has filed articles of incorporation under the laws of that state. It has a capital stock of $25,000. Alphonse Brewster is president, E. H. Ellsberry vice-president, and Oscar F. Brewster, treasurer.

The Lenker Hub Manufacturing Company and the Leslie Ice and Power Company, both of Leslie, Ark., have been consolidated.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, is authority for the statement that there is an increasing demand for red gum for interior trim and that many distributors throughout the country are finding it necessary to carry in stock various items made of red gum so as to be in position to take care of the requirements of their clients. It was feared that the war would tend to very materially reduce the use of red gum, but the activity in building operations and the growing favor of this wood are both factors operating in its behalf.

The Commercial Trust & Savings bank presents the first exhibition of red gum as both an interior and exterior finish. There are several [illegible] and a number of offices, in which red gum is used for interior trim, but this is the only structure where red gum has been used on the outside. There is a revolving door at the entrance to this building and around it are large panels of wood in figured red gum. The inner offices used by the bank are also finished in the same material. It is anticipated that this building will prove a splendid advertising medium for red gum and that this exhibition will stimulate the popularity of this wood.

Russe & Burgess, Inc., are also preparing to make their contribution toward the freer use of red gum. They are having their offices in North Memphis rebuilt and figured red gum is being used throughout. The offices, when completed, will be among the handsomest in this part of the country.

The Mississippi river at Memphis is at the lowest point noted at this season for a number of years. Some rivermen predict that by the end of the current month it will be at the lowest point ever recorded here. Ordinarily this would be quite a serious handicap to logging interests, but there is so little timber being moved that very little inconvenience is being occasioned.

There has been quite an increase recently in the demand for tight cooperage material for the manufacture of barrels for the handling of lard. There has also been a considerable increase in the number of barrels made for the handling of cottonseed oil for export. In this connection it may be noted that the Chickasaw Cooperage Company has announced the resumption of operations at its auxiliary plant at Gretna.

The Kelsey Wheel Company is planning extensive improvements at its plant in North Memphis which will cost approximately $100,000. This company has heretofore been engaged almost exclusively in the manufacture of hickory spokes for automobiles and other vehicles. When the

contemplated improvements have been completed it will be in position to manufacture automobile wheels. These will then be forwarded to the plant of the company at Detroit for the addition of the iron rims. John Kelsey, owner of both the Memphis and Detroit plants, and J. E. Foley, manager of the Detroit plant, have been in Memphis during the past few days in connection with these changes. The very large demand for automobiles is largely responsible for the decision of the company to extend the scope of operations at the local plant.

BRISTOL

The Bristol Door and Lumber Company is now operating both its planing and band mills. The band mill was idle for some time on account of a scarcity of logs.

H. G. Guyan of Pennsylvania, who several months ago purchased a large area of timber in Wythe county, Virginia, and began the installation of a mill at Atkins, on the Norfolk & Western, has organized the Atkins Lumber Company, Inc., with a capital stock of $100,000. The mill is being installed as rapidly as possible and will soon be put into operation. The company has a cut of from ten to fifteen years and is erecting a line of railroad.

Beveridge & Taylor, Inc., this city, well-known lumber, hub and spoke manufacturers, last week closed a deal for a large area of timber near Glade Spring, Va. "We will at once install mills and go to work," said Franck Taylor of the firm. "We have every confidence in the lumber business and do not feel any disposition to hesitate on account of the present dullness in the market. We believe the worst is over and that business will soon improve." The company is operating its mill here full time.

The Honaker Lumber Company, which recently lost one of its mills in Russell county, Virginia, by fire, is preparing to rebuild the plant at once.

The Peter-McCain Lumber Company will resume operation of its band mill in Bristol in the spring. The company will then draw from its new timber supply in Johnson county, Tennessee.

LOUISVILLE

One good turn deserves another seemed to be the way the Louisville Hardwood Club regarded its annual election, held November 10, as all of the old officers with one exception were reelected. The present roster is H. E. Kline, Louisville Veneer Mills, president; H. J. Gates, Louisville Point Lumber Company, vice-president; C. M. Sears, Edw. L. Davis Lumber Company, treasurer, and G. D. Crain, Jr., secretary. Mr. Sears is the only treasurer the club has ever had, and is starting his seventh year. Mr. Kline became president of the organization a few months ago following the resignation of S. R. Cecil.

A new organization in an allied trade was formed at Louisville on Friday, November 13, the box manufacturers of the fifth district, including Kentucky, parts of Tennessee, Ohio and Indiana, getting together in a section of the national organization. The meeting was held at the Seelbach, Harry W. Embry of the Embry Box Company of Louisville being chosen president. The next meeting will be held at Cincinnati, O., in December.

Most of the local lumbermen interested in fighting the advance on rates from the South are planning to join with a committee formed at Birmingham, Ala., in the employment of John R. Walker of the Lumbermen's Bureau to handle the matter. Mr. Walker has made a fine impression because of his knowledge of lumber rates and his ability to present the shippers' side to the commission, and the Louisville hardwood dealers think that he will be able to get results in the present case.

Railroad orders are coming in more freely, according to a number of concerns which specialize in this branch of the trade. One house reported getting orders for 750,000 feet of hardwoods in one day recently, most of this being from the transportation companies. Those in central territory are feeling pretty good over their five per cent increase in revenues, and are letting go of some of the business which they have been holding back for so long.

A better feeling in regard to plain oak, which has been the medium of most of the price-cutting seems to exist, as local interests declare that they are turning down orders right along which call for delivery at prices which are unsatisfactory, and are not sufficient to cover the cost of replacement. In view of improving business, the cost of timber and other factors, the hardwood men in this section are rapidly coming to the conclusion that it is a mistake to cut prices on plain oak.

The Louisville Hardwood Club is much interested in the workings of the new federal reserve law and the operations of the regional banks, and has invited a prominent Louisville banker to attend a meeting of the club in the near future and explain the details of the measure.

One of the features of the situation which indicates that conditions are improving is the fact that more inquiries are being received from the consuming trade. This means that the factory men are using up their stocks, and are expecting to be in the market in the near future. The furniture manufacturers are feeling better, and expect to do big business at the forthcoming shows. The railroads are buying, and some export business is being handled. Even the building situation is improving, and while it is unlikely that heavy business from this source will develop before next spring, the trade is sure to be forthcoming, it is predicted. All in all, lumbermen hereabouts have found the silver

RED GUM
(Leading Manufacturers)

ARCHER LUMBER COMPANY
HELENA, ARKANSAS
Manufacturers of
HARDWOODS
SEND US YOUR INQUIRIES
We can furnish your entire requirements in Hardwoods
OUR SPECIALTY — RED GUM

MILLER LUMBER CO.
MARIANNA, ARK.
We have on our yards, in good shipping condition, five million feet assorted Hardwoods, consisting of Red and Sap Gum, Quartered and Plain Oak, Ash, Cypress, Cottonwood, etc.
Send us your inquiries

BLISS-COOK OAK CO.
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MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Our Corps of Inspectors
Intelligent! Highly Trained! Conscientious!
is assurance that you will get what your order calls for when you buy Gum from us
Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

Northern and Southern Hardwoods

CAR STOCK

WHITE PINE YELLOW PINE

High Quality—Prompt Delivery

WE WANT TO MOVE AT ONCE

5 cars 1" 1st and 2nd Basswood
3 cars 1" No. 1 Common Basswood
3 cars 1" No. 3 Common Basswood
15 cars 1" Oak—all grades

Send us your inquiries

Rockcastle Lumber Co.
C. L. Ritter Lumber Co.

OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD

Anything in Hardwoods

Huntington West Virginia

Revived Inland Navigation

Our cargo of 350,000 feet of Oak and Gum from our Jeffris, La., mill on its way up the Mississippi River on the new Gas Producing, Self Propelled Steel Barge.

This cargo was unloaded at St. Louis, Mo., and Alton, Ill., on August 1st and 2nd

WE HAVE MORE IN STOCK

D. K. Jeffris & Co.

CHICAGO

HARDWOODS
CONCORDIA LAND & TIMBER CO.
Jeffris, La.

YELLOW PINE
MANCHESTER SAW MILLS
Manchester, Ala.

lining in the war cloud, and are much more optimistic than they have been heretofore.

The Ohio Valley Tie Company of Louisville, one of the leading manufacturers of ties in this section, has sold its plant and yards at Athol, Ky., to E. Johnson & Sons of Richmond, Ind. C. P. Bush, president of the company, explained the significance of the sale by stating that the company is withdrawing from the Middle Fork of the Kentucky river, but will continue to operate actively along the North and South Forks of that stream.

J. L. Cobbs of the Federal Bureau of Forestry has been in Kentucky recently investigating the co-operative work carried on by the state forestry department and forestry owners. County associations have been formed and the expense of maintaining protection organizations has been divided up, enabling the work to be done on a much more comprehensive scale than would have been possible otherwise.

WISCONSIN

A strong plea in favor of continuing and perfecting the Wisconsin state forestry policy was made by various well-known Milwaukeeans at a hearing held at the Hotel Wisconsin in Milwaukee recently by the members of the joint legislative committee on forestry. The Wisconsin plan was strongly commended and the members of the committee were urged to support the present system.

The Eureka Cooperage Company of Menasha, Wis., has amended its articles of incorporation, changing its name to the Menasha Cooperage Company and increasing its capital stock from $35,000 to $50,000.

The L. S. Barber & Sons Manufacturing Company of Butternut, Wis., has installed considerable new equipment in its handle factory and is preparing to place the plant in operation.

The McDonough Manufacturing Company of Eau Claire, Wis., manufacturing sawmill equipment, has been getting some large orders for equipment from southern lumber manufacturers.

It is reported that the majority of the holdings of the Willow River Lumber Company of New Richmond, Wis., have been purchased by L. F. Earle, for the past ten years secretary of the company.

The Northland Lumber Company of Green Bay, Wis., has closed its mill while the plant is being overhauled and some new equipment is being installed.

The sawmill of the Rice Lake Lumber Company of Rice Lake, Wis., has completed its run on hemlock and will remain closed until it starts sawing on its winter run of hardwood.

The Crocker Chair Company has closed its plant at Antigo, Wis., while the factory is being overhauled and considerable new equipment installed. Manager L. I. Gibbs says that the close-down is only temporary.

Herman L. Bump, for many years engaged in the lumber business at Merrill, Wis., and a prominent member of the Masonic order, recently died at Dwight, Ill., at the home of one of his sons. Mr. Bump is survived by a widow and several children.

It is understood that the Glidden Manufacturing Company of Glidden, Wis., whose plant was destroyed by fire some time ago, will probably not rebuild the stave and heading portion of its plant, but that it will replace the lighting and power portion of its establishment.

The Gold Medal Camp Furniture Company of Racine, Wis., is razing its old factory and will erect a modern new structure.

The Cornell Wood Products Company of Cornell, Wis., has completed plans for the erection of an addition to its plant, costing about $13,000. The structure will be of concrete and frame construction, 68x266 feet in dimensions.

The Sheboygan Cigar Box Lumber and Manufacturing Company of Sheboygan, Wis., has purchased an additional strip of land, 670x135 feet in dimensions, to be used as a site for the new plant to be erected. The plant will include a main building, 60x140 feet in dimensions, and two stories high, a powerhouse, 35x50 feet, a warehouse and a dry kiln.

The Keith & Hiles Lumber Company of Crandon expects to carry on considerable logging this winter and has awarded two contracts, each of which calls for the cutting and hauling of 1,000,000 feet of lumber.

DETROIT

That a Detroit furniture factory is well equipped to handle big business is shown by the fact that J. C. Widman & Co. were awarded the contract to supply all furniture in the mammoth addition to the Tuller hotel. The order will mean greater activity at the Widman plant.

The American Wood Rim Company's plant at Onaway, Mich., is now operating only four days a week. The company manufactures rims and hubs and has had considerable demand from the automobile companies. Business does not warrant the operation of the plant more than four days a week, officials of the company say.

Hebard & Sons have completed an addition of 582x82 feet to their docks at Pequaming, Mich., and now have a greatly increased piling space.

The Northwestern Cooperage and Lumber Company is equipping its cooperage, veneer and flooring mills at Gladstone with an automatic sprinkler system.

The business of W. D. Young & Co., flooring manufacturers at Bay City, is declared to be normal by W. D. Young, head of the firm. The

company is now exporting to several European points and is experiencing no visible effects from the war.

The S. L. Eastman flooring mill at Saginaw was endangered when fire, caused presumably by defective electric wires, destroyed a drill house at one end of the factory. The loss was $2,000.

The A. E. Cartier Sons Company sawmill at Ludington has suspended operations for the winter. The action is not unusual as it has always been the custom of the company to close for the winter months.

The Ludington Woodenware Company will not remove its plant to Wilmington, Vt., until well after the first of the year. It was first decided to move several months ago and preparations were made in part. The company, however, secured additional timber near Ludington and now has secured a second supply which will keep the factory operating at Ludington this winter.

Three Grand Rapids men, David and Benjamin Wolff and C. L. Lockwood, Jr., are interested in the newly formed Michigan Forest Products Company, a $100,000 company, which has filed articles of incorporation at Muskegon, Mich. The company will manufacture lumber.

The Hardwood Market

CHICAGO

The local market presents a condition of mixed optimism and pessimism, the gradual change with relation to these sentiments continuing to show a greater and greater following for the cause of the optimists. This change in sentiment seems to be based on actual tangible conditions, such as easing in the money situation, the favorable reports on building outlook, greater manifest interest on the part of factory buyers in 1915 offerings and on very favorable conditions of stocks at mills and consuming yards. For the most part, Chicago mill representatives, wholesalers and yardmen are confident of better developments in the next few months. For the most part they are predicting that the close of this year will begin to show a change and that by spring the change will be apparent enough to indicate fairly normal times. In the meantime, the trade is following the situation closely and is watching its expense account, but not so closely as to make impossible taking advantage of the opportunities which will open when the favorable break materializes.

NEW YORK

There are no evidences of anything like real improvement in local hardwood affairs in the past two weeks. There is a very pronounced feeling of optimism, however, and some talk of better business and better prices after the turn of the year. From the South comes word of a better feeling, that lumber stocks are going down and output curtailed and some real business finding its way to manufacturing districts. This has a tendency to give strength to the future local market. There is also more talk of holding lumber for a fair price and all in all we seem to have at least started back to something like normal conditions of trading even if the normal demand is lacking. The season is one of small buying and with only one more month to complete the year it is very probable that buyers will conclude the inventory period before entering the market for more than necessary items.

BUFFALO

The hardwood trade is about as quiet as it was a month ago, though occasionally a dealer is found who says that there is a slight improvement. It is not very pronounced anywhere, however, and business could be a good deal stronger than it is without being very active. Ocean rates have gone up so that there has been little doing lately in the export trade, and that means that prices have to stand pretty much on a domestic basis. Not much gain has occurred in the price situation during the past few weeks. Excessive competition prevails, even though many mills are closed.

A hand-to-mouth demand prevails in all hardwoods, but now and then a buyer is found who really needs some stock and is willing to pay a fair price for it. The majority of buyers, however, will not take in much stock during the remainder of the year.

The firmest wood just now is quartered oak, though the call for it is not at all large. The stocks available seem to be relatively small. Plain oak does not share any of this strength, prices being a good deal weaker than formerly. Maple and birch are in only light demand and the same is true of the balance of the list. The flooring trade is depressed, because of a larger amount of competition than several weeks ago.

PHILADELPHIA

Business, which is now looked upon as in a transition state, seems to have made a tangible gain since the election of November 3, and confidence as to outlook is expressed on all sides. Many lines outside of the lumber business are having a decided boom due to orders coming in from the war quarters, and there is every reason to believe that a progressive livening up in the lumber business is close at hand. There has been no aggressive advance in hardwood lumber buying during the last fortnight, although in some special lines the movement has been fairly active. The war has played havoc with business here for the time being, but the business man feels that it will ultimately prove his friend by bringing an influx of trade to our shore. Stocks at mills and yards are low, and the first forward movement undoubtedly will send prices skyward. Building work keeps up fairly well and a good winter business is anticipated. While local trading progresses slowly the suburban and small up-state towns have been buying more liberally. Hardwood prices remain steady and it is generally believed that rock-bottom has been reached.

BALTIMORE

While it cannot be said that the hardwood situation has improved, the statement will hold that the movement keeps up fairly well, with the range of prices about as high as could well be expected under existing conditions. More or less unsettlement in the quotations prevails, to be sure, it being more often a case of how much the seller can get than how much the lumber ought to bring. But the needs of the consumers keep

WISCONSIN

STEVEN & JARVIS LUMBER CO.
OF EAU CLAIRE, WISCONSIN
OFFER YOU STANDARD GRADES
WELL MANUFACTURED
ASH BASSWOOD BIRCH
ROCK AND SOFT ELM
HARD AND SOFT MAPLE
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up to about the same proportion, and the general belief prevails that the lowest point has been touched and that improvement is entirely within the range of probabilities. There is disappointment in the export trade, which so far does not attain the proportions looked for, a condition that grows chiefly out of the diversion of shipments to British ports since the beginning of the war. Stocks in the United Kingdom had undergone some reduction when hostilities broke out. England being in control of the sea, many shipments destined for countries other than Great Britain were turned into ports of the United Kingdom, with the result that extensive additions to the supplies in hand were made, while at the same time the demand was in a measure checked by the centering of interest upon army moves. Thus it is that the British markets, which, with those of France are alone open, reduced their requirements, and expectations of an expansion in the demand failed of realization. This naturally affected prices and has been reflected in the hardwood business as a whole. The mills do not find it necessary to push operations, the plants that turned out stocks for the foreign trade being still shut down or running only part time. Some of the other mills also are curtailing their production, so that the offerings available do not really exceed the current needs. That the returns are unsatisfactory must be attributed to the backwardness of commerce as a whole. But there are signs of improvement. The new currency system has gone into effect and is expected to cause an expansion of credits. The cotton situation is being solved not alone by the opening of the exchanges, but by the raising of the fund of $135,000,000 to enable growers to hold their crops, and the country is beginning to feel the effect of the exceptional demand for grain and other commodities which is turning the balance of trade in our favor. All these developments are certain to help lumber by augmenting the requirements. The hardwood men therefore have reason to be in a more hopeful frame of mind and to regard the future with a measure of confidence. With the approach of the end of the year any gains that may be made will perhaps not attain a large volume, because of the inherent tendency to hold down at this time, but progress toward a better state of things will none the less continue.

BOSTON

The demand for hardwood here is apparently even less than it has been heretofore in the present dull period. It is problematical how long this will continue as there is not a parallel stopping of the using industries. There is some report of the woodworking mills running on part time, but the furniture factories are keeping fairly up to normal conditions. The yard-trade is very light. No changes in values are noted, except in plain oak, which seems to be showing a small increase in quotations.

COLUMBUS

The hardwood trade in Columbus and central Ohio has been fairly active during the past fortnight, when business conditions are taken into consideration. The demand is not up to that of the corresponding period last year, but that was hardly to be expected with the general business depression and the European war. On the whole the tone of the market is fair and future prospects are not bad.

The demand on the part of factories is now one of the most important features of the business. Furniture, vehicles and implement concerns are buying better. These factories have very little stocks of hardwoods on hand and will be in the market from this time on. Retail trade is rather slow, as dealers are loath to increase their stocks at this time. They are still following the policy of buying only for the immediate future.

Prices are fairly well maintained, although there is some cutting all along the line in order to force trade where stocks have accumulated. The larger concerns are making a strong effort to uphold prices, but their efforts have only resulted in steadying the market. Some orders are being booked for delivery in December at current prices. Dry stocks are not very large and lower prices are believed to be out of the question.

Railroads are capable of handling all shipments at this time. Collections are reported bad in practically every section of the country.

Quartered and plain oak are both fairly strong and the volume of business is fair. Prices are firm at the levels which have prevailed for some time. Chestnut is probably one of the strongest points in the market, especially sound wormy. Poplar is moving fairly well and there is no accumulation of the lower grades as in the past. Ash is in fair demand and the same is true of basswood. Other hardwoods are unchanged.

CINCINNATI

The hardwood business shows a steady increase over last week and lumbermen are now counting on fair business for the remainder of the year. All lumber consuming plants are showing more activity than for many weeks and about the only branch of the industry not showing real improvement is the furniture trade. Even this line in some of its branches is doing much better than a few months ago, but lumbermen do not look for much from the furniture trade in a general way for some time to come. Inquiries come along steadily and are now resulting in business. Quotations are none too high, however, as dealers realize the

fierce competition for what orders there are, and until demand grows more uniform, prices are not likely to become better. This condition will no doubt continue until after the first of the year, possibly a little longer, but as curtailment at mill points continues and no doubt will be kept up for a couple of months at least, dealers do not expect to have much surplus to contend with after next January.

Stocks in the hands of wholesalers of this vicinity are not exceessive, but they are full, and wholesalers replenish stocks as soon as there is any movement outbound, having full confidence in the future steady demand, but they are not buying in any large quantities, preferring to simply keep up full assortments and not buy heavy until there is some indication of advances. Just now there is a very good demand for maple, principally in the thicker stock, but a general demand for all thicknesses. The same is true of ash. Sap gum is in fair request in good grades, but red gum is still moving slowly. Quartered oak seems to be in just a little better demand than plain oak, although there is an increasing interest in the latter. Poplar and cottonwood in the better grades are not moving very well at present, but dealers have much confidence in an early betterment in call for this stock. All low grades for box-making are still in active demand.

INDIANAPOLIS

There is a little more optimism among hardwood interests in this vicinity than there has been for some time. Business has not improved appreciably in the hardwood trade, but there seems to be every indication that improvement is coming shortly.

There has not been much buying during the last two weeks, but the number of inquiries has increased. Factories manufacturing wagons and other equipment that can be used by European nations at war are showing more activity than they have for some time and it is thought this soon will reflect in orders for hardwoods.

There is a temporary depression in the hardwood flooring business here because of the practical suspension of building operations, due to inability to negotiate loans for building purposes.

Prices are still comparatively steady considering present conditions. Occasionally some one tries to unload stock at a low price, but such instances are few and far between. Most of the hardwood wholesalers and manufacturers are holding up prices.

MEMPHIS

There has been comparatively little change in hardwood lumber conditions here during the past fortnight. Inquiries have been coming forward at a fair rate and there is some business doing all the while. It is admitted, however, that more orders could be taken care of promptly, but it is suggested in some quarters that there will be probably very little increase in this respect until after the turn of the year. The opening of the federal reserve banks is looked upon as a favorable feature, and comment is made regarding improved conditions in the general business situation. At the same time, it is pointed out that a great many members of the trade will be taking stock within the next few weeks and that they will buy in a somewhat sparing manner.

It is said by some members of the trade here that stocks in some lines are decreasing rather sharply, while in other items stocks are about the same as heretofore. The greatest decrease has naturally been in those items which have moved with the greatest freedom. It also follows that prices are somewhat better on the kinds of hardwood lumber which have been in best demand. This has led to some irregularity, but this has not been an unexpected feature of the situation. A reasonably good demand is reported for the higher grades of both plain and quartered oak, but there is comparatively little doing in the lower grades. Sap gum is a ready seller and the movement of this has been fairly full. Offerings are not so large and some surprise is occasioned over the fact that prices are so low. On the other hand, a little more activity is noted in red gum, which is being used on an increasingly large scale for interior trim. The lower grades of cottonwood and gum are in good demand and prices are well maintained at the recent level. There has been some business recently in 5/4 and 8/4 cypress, but it is understood that prices have not been particularly remunerative. Ash is one of the strongest items on the hardwood list as a result of the recent buying in this section to fill orders booked with English brokers.

Export business, as a general rule, is on a quite limited scale. The war has naturally reduced the demand to an appreciable extent and, even where business is offering, the trade is seriously handicapped by the very high ocean rates. These have advanced out of all proportion to anything witnessed for a number of years and some members of the trade do not hesitate to say that they are practically prohibitive. One prominent member of the trade, who has been doing a fair export business heretofore, said recently that anybody else who wanted this business was entirely welcome to it until such time as ocean freight rates were decidedly less of a handicap.

NASHVILLE

There has been little, if any, change in the local hardwood lumber market. Dealers are inclined to think that a few more inquiries are being received, but business continues of light volume. Demand is reported for oak and poplar, and same for other lines. The advices re-

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ceived indicate that log operators have practically ceased work in this territory, and should a heavy demand develop any time next spring or summer, the probabilities are that stocks will run short. In the upper Cumberland river territory log operations are at a standstill on account of the lack of orders from the manufacturers. At present stocks are liberal, and dealers will be in position to supply a good demand.

BRISTOL

A slight improvement in business is noted in this section, but nothing approaching a revival. Most of the mills have closed down and expect to remain idle until spring, unless there should be unexpected improvement. The yards are only fairly well stocked. There has been some movement of lumber within the past few weeks, but the volume was small. The general feeling among the lumbermen is good.

LOUISVILLE

"Business is better." This is the general report heard among hardwood men in Louisville. While trade is not enormously improved, in that the volume is probably not a great deal more than it has been, indications are much more favorable, and prospects for business after the first of the year, and indeed before the end of the present twelvemonth, are regarded as excellent. Export business, especially in connection with material required for military operations, is promising, and the railroads are buying. These two factors, combined with improving domestic demand, augur well, especially as building, which has been at a low ebb for some time, is picking up slowly but surely. The federal reserve system has gone into effect, releasing a large amount of money which will be available for the needs of business, and this is expected by lumbermen to have a beneficial effect on the situation. Prices are stiffening somewhat, in that lumbermen are not so keen to take business at any price, but are insisting on getting a price commensurate with the intrinsic value of their stock. In view of the present state of production and the constant increase in the demand, the market is expected to stiffen appreciably during the next few weeks.

MILWAUKEE

The most noticeable thing in the Milwaukee hardwood trade at the present time is the optimistic feeling regarding the outlook for business after the opening of the new year. Wholesalers and manufacturers seem to be confident that a revival of trade may be expected in January. There seems to be no denying the fact that stocks are light in the hands of retailers and at the various factories. Everybody has been buying carefully, taking just enough lumber to meet their present requirements, so stocks are at a low point nearly everywhere. General business conditions seem to be showing some improvement and it would seem that there ought to be plenty of building carried on next spring. In Milwaukee, at least, there has been considerable building carried over this fall, which will be brought to a head next spring. Retailers and factory interests ought to be coming into the market more freely after the opening of the new year, in order to be prepared for the early spring trade.

Many of the large factory concerns are beginning to work on their annual inventories and business from this source will probably be a little quiet until this work has been completed. Wholesalers are inclined to believe that the inventory work will help to emphasize the fact that stocks on hand are unusually light.

There was a fair amount of new building launched in Milwaukee during the past week. Although there was a decrease of almost $75,000 compared with the corresponding week a year ago the record shows up well, considering the past few weeks this fall. During the week there were sixty-six permits issued for work to cost $224,189, as against ninety-two permits and an investment of $308,060 during the similar week a year ago.

While there is some price-cutting by various concerns who need the money, on the whole prices are being maintained fairly well. The majority of concerns are inclined to believe that there is value in their holdings and that higher prices can be expected after the opening of the new year and the demand shows more life. Stocks at the mills and in all hands are light and the belief is that hardwood stocks will be well cleared up before spring. Birch and maple seem to be moving fairly well.

DETROIT

General business conditions in all lines are showing a little improvement and there appears to be some ground for optimism. The hardwood market, however, is not picking up to any degree, but dealers believe that they will not be long without better business if the improvement becomes permanent.

There is reported to be an encouraging number of inquiries in the Detroit market that would indicate a larger buying. Other dealers report orders booked but that shipments are held up, which has been the case for several months.

The building trade at present is not so bright as it should be. New building is not so large as it was a year ago and it is feared that if conditions do not brighten the total for the year will fall below that of 1913.

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Matthews Gravity Carrier Co...
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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

BUSINESS OPPORTUNITIES

FOR SALE.

$10,000 for stock, good will and machinery of old established wood turning business in Philadelphia, Pa. Has generally netted $4,000 per annum.
Address "BOX 115," care HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

POSITION WANTED AS

Yard foreman or inspector. Have had 15 years experience. Can furnish A No. 1 recommendations. Am employed but would like to make a change. Salary not considered. Address
"LUMBER INSPECTOR,"
608 So. Floyd St., Louisville, Ky.

EMPLOYES WANTED

WANTED—HIGH-CLASS MAN

Who thoroughly understands making built-up veneers or who has broad experience selling glue to act as glue salesman. Immediate, permanent, responsible position to right man. State age, references and salary.
Address "BOX 110," care HARDWOOD RECORD.

LUMBER FOR SALE

INDIANA HARDWOODS FOR SALE

75,000 ft. 4/4 C. & B. Quartered White Oak.
50,000 ft. 4/4 FAS Plain Red Oak.
30,000 ft. 12/4 FAS Hard Maple.
100,000 ft. 3/4 No. 3 Common Mixed
Address, THE VAIL COOPERAGE CO., Fort Wayne, Indiana, for prices, etc.

FOR SALE.

5 cars 4/4 plain Oak, Red & White mixed, not over 10% No. 2 com.; 1 car 5/4 plain Oak, 10% No. 2, balance No. 1 common and better.
1 car 4/4 Qtd. White Oak, 10% No. 2, balance No. 1 common and better.
1 car 4/4 No. 1 and No. 2 Common Poplar.
2 cars 6/4 log run Poplar.
1 car 1" and 2" No. 1 common and better Ash.
Make me price F. O. B. your point on N. H. L. Assn. rules, want 80% on B. of L. Must sell quick. Name price or won't answer.
L. D. REID, Holly Springs, Miss.

WHITE CANE ASH AND TUPELO GUM

ASH—1 car 1 x3" to 5½" No. 1 Com. Strips.
½ car 1½x3" to 4 " No. 1 Com. Strips.
1 car 1" 1st & 2d; 3 cars 1" No. 1 Com.
45,000 feet 1½" No. 1 Com.; 1 car 1½" No. 2 Com.
7M ft. 2½" 1st & 2d; 3M ft. 2½" No. 1 Com.
TUPELO—Good supply 1" 1st & 2d; No. 1 Common and No. 2 Common.
BURTON-SWARTZ CYPRESS CO.,
Burton, La.

CHOICE 5/8" BEECH

Full log run of exceptional quality 55% 14 and 16 ft. lengths. Average 7½ to 8" wide. Not over 20% No. 2 common—30 to 40% 1sts & 2nds.
VAN KEULEN & WINCHESTER LBR. CO.,
Grand Rapids, Mich.

LUMBER WANTED

WANTED WALNUT PLANKS

Carload lots, 6" and up wide, 6' and up length, 2¼" thick. Must be high-grade stock, clear of all defects, heart and sap. Quote price and shipping point.
Address "BOX 111," care HARDWOOD RECORD.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you Write us for further information about our "Selling Lumber by Mail System."
HARDWOOD RECORD, Ellsworth Bldg.,
Chicago

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Piqua, Ohio.

LOGS FOR SALE

WANTED A MARKET FOR

15 cars Black Walnut Logs: logs on R. R., 60% clear and 50% over 16". Address
L. B. 115, Villa Grove, Ill.

DIMENSION STOCK WANTED

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.
THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio.

WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories.

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.
Address "BOX 91," care HARDWOOD RECORD.

TIMBER FOR SALE

REAL TIMBER BARGAIN.

50,000,000 ft. 70% N. C. pine, poplar, and cypress, all original growth. On Southern Railroad in South Carolina. Liberal terms and low price. J. P. MULHERIN (Owner),
Augusta, Ga.

MACHINERY FOR SALE

FOR SALE—COMPLETE SAW MILL

Fully belted and ready to run, in first-class condition.
14 Russel 60,000 capacity log cars, 26" wheels. Westinghouse air brakes, link and pin coupler
8 miles of 45-lb. relaying rails, in excellent condition.
Machine shop, consisting of 180-ton wheel press, lathe, planer, power drill, etc.
CAMPBELL LUMBER CO., Marlinton, W. Va.

FOR SALE.

1—No. 5 Battle Creek Drag Saw.
1—30" Double Surface Planer
1—Buffalo Knife Grinder.
1—Deep Well Pump.
1—12x20 Fort Wayne engine.
THE VAIL COOPERAGE CO.,
Fort Wayne, Ind.

MISCELLANEOUS

LIST OF SAW MILLS

Also shingle and lath mills, creosoting plants, remilling plants, crosstie, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hardwood. capacity planers, steam and smoke kilns. $3.00 complete.

UNITED SAW MILLS CO., New Orleans, La.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you

LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered

Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
Nashville, Tenn.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

CHICAGO

E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.

GERLACH

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland **Sixth City**

MAKE BOX SHOOKS

Up to 24" Long, or

LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost

From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.

The Peter Gerlach Co., Cleveland, O.

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

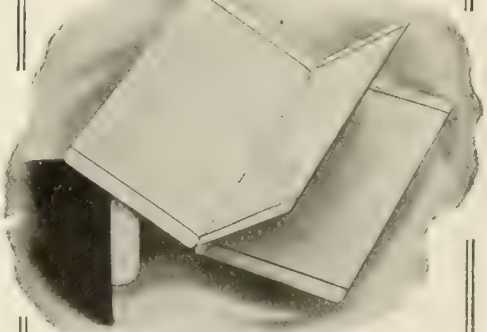
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted. 1910. Triplicate Tally Tickets patented.



PRICE LIST

Aluminum Tally Covers, each - -	$ 1.00
Aluminum Tally Covers, per dozen - -	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

AMERICAN FOREST TREES

"Written in the Lumberman's Language"

¶ It tells all there is to know about every commercial tree in the United States, and

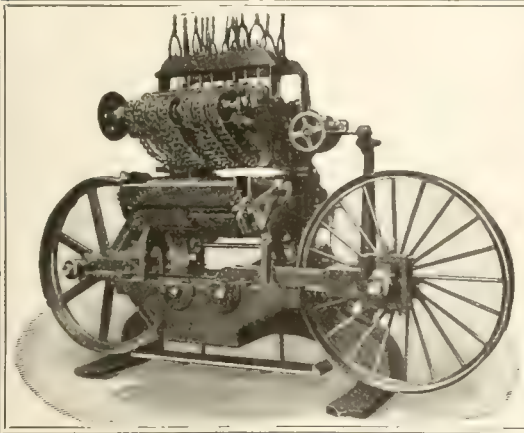
¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

¶ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

HARDWOOD RECORD
537 South Dearborn St., Chicago, Illinois

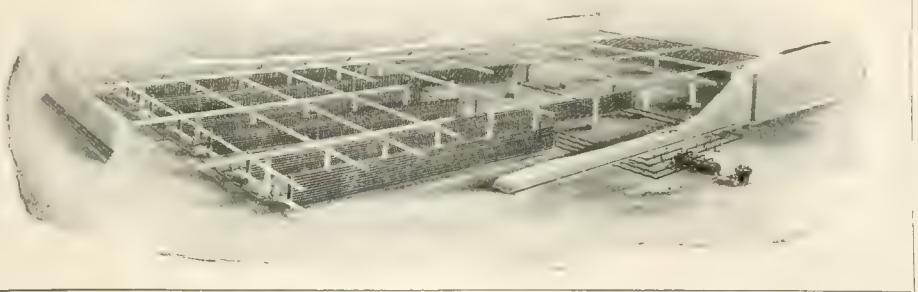


Divided Bed Horizontal Resaw

TWO INDEPENDENT ADJUSTABLE BEDS.
CUTS TWO THICKNESSES AT SAME TIME.
SLABS AND BOARDS RESAWN TOGETHER.
ENDLESS SLAT BEDS INSURES PERFECT SAWING.

Write for Specifications and Price

Diamond Iron Works, Minneapolis, Minn.



EASY TO INSTALL

CHICAGO, July 13, 1914.

The National Dry Kiln Co.,
Indianapolis, Ind.

Gentlemen:

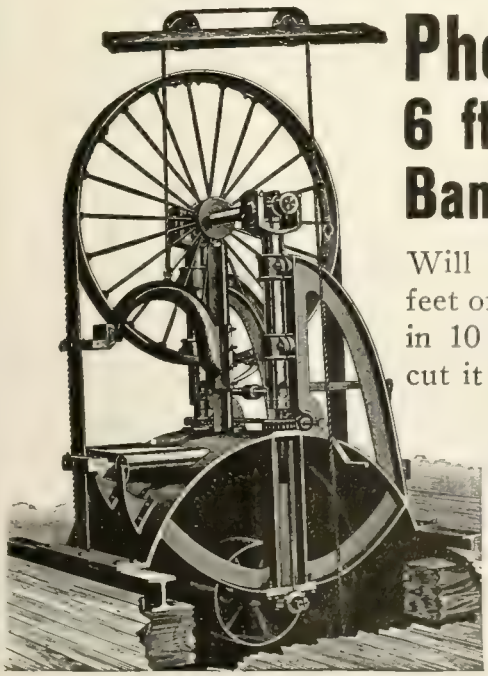
We are very glad to advise you that our kiln, which is installed with VERTICAL PIPING system furnished by you, has now been in operation about six months and results are all that we could desire. We wish to state that this material was received in condition which enabled us to install it from the blue print without any difficulty on our part.

We will be very glad to have you use our company as a reference at any time.

Very truly yours,
ROSELAND MILL & LUMBER CO.,
By R. J. Dickerson.

Send for Catalog

THE NATIONAL HARDWOOD DRIER
THE NATIONAL DRY KILN COMPANY, INDIANAPOLIS, INDIANA



Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

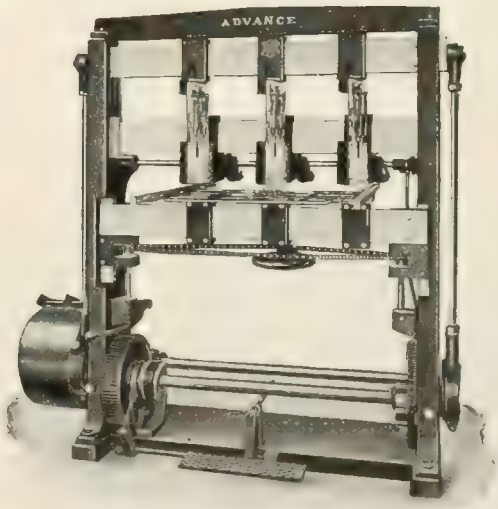
Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.
EAU CLAIRE WISCONSIN

Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

SARANAC MACHINE COMPANY
BENTON HARBOR, MICH., U. S. A.

Perkins Glue Fast Becoming the Standard For All Veneer Work

Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

Because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.

The use of Perkins Glue does away with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

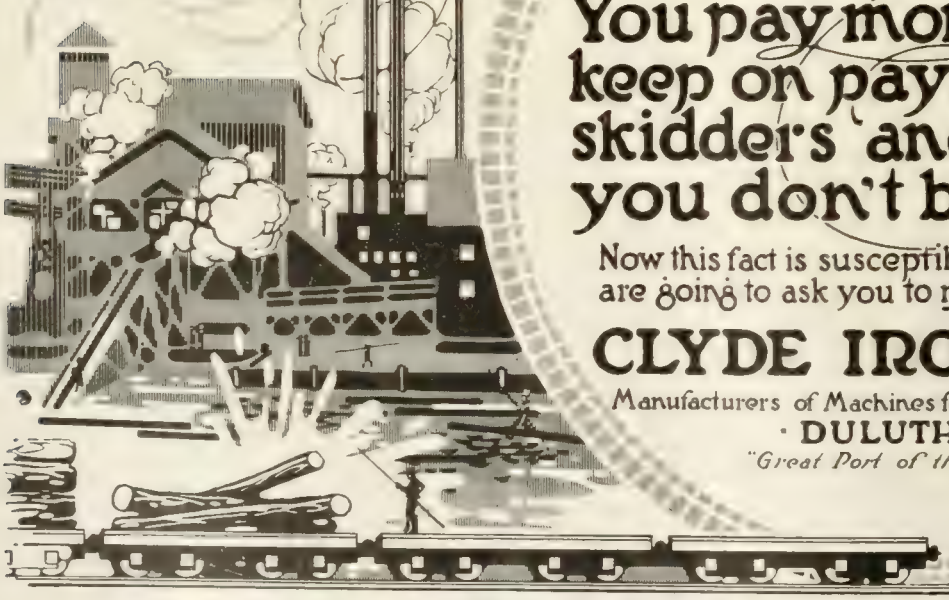
Originators and Patentees **805 J. M. S. Building, SOUTH BEND, IND.**

It requires some investment to insure a constant supply of logs for your mill through the purchase of Clyde Self-Propelling Logging Machinery

But remember,

You pay more and you keep on paying for the skidders and loaders you don't buy.

Now this fact is susceptible of PROOF and we are going to ask you to make us prove it to you.



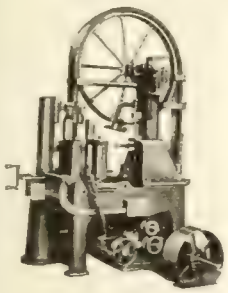
CLYDE IRON WORKS

Manufacturers of Machines for EVERY Logging Operation

· DULUTH · U·S·A ·

"Great Port of the Northwest"

CLYDE



Brooklyn, N. Y.,
Sept. 8th, '14.

Wm. B. Mershon & Co.,
Saginaw, Mich.

Gentlemen: The two Ideal Resaws we had from you are doing their work in a perfectly satisfactory manner. We find them better adapted to our work than any other. Yours truly,

UPTEGROVE CIGAR BOX LBR. CO.
W. E. Uptegrove, Pres.

Do you realize how good a resaw our Ideal is? Every woodworking establishment should have a band resaw, and while you are putting in one, why not put in a good one? Our Ideal Band Resaw embodies the highest type of workmanship, material and design, and is astonishingly low in price. There are a thousand of them in use, giving universal satisfaction, but if their merits were generally known, there would be five thousand. Let us tell you about it, and give you the names of your neighbors who know about this machine.

WM. B. MERSHON & CO.
SAGINAW MICHIGAN

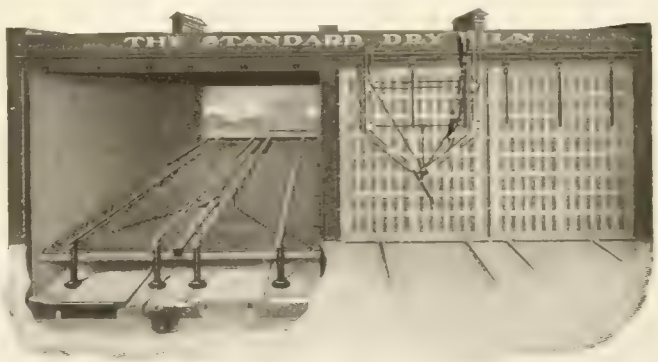
Why Struggle Along

with an old nuisance of a drying system that's perpetually balking — kicking back — laying down — spoiling a scandalous percentage of your product?

The Standard Drying System

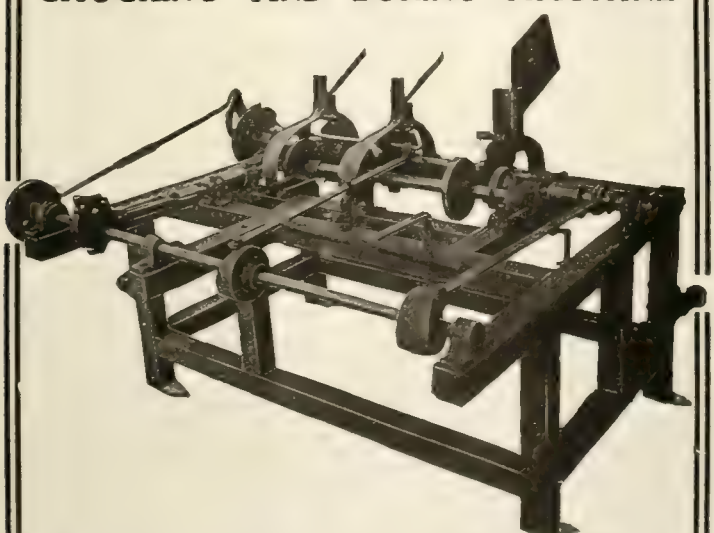
is so adaptable—the drying conditions so completely under control—the apparatus and construction of so high a quality—that the drying is done just right, without fuss or bother, no matter what the variety of the stock.

Write for the catalog and new List of Users. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.
Makers of Handle Makers Tools. CADILLAC, MICHIGAN

LIDGERWOOD

LOGS AT MILL AT LOWEST COST

SKIDDERS

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

PALMER & PARKER CO.

TEAK
ENGLISH OAK
CIRCASSIAN WALNUT

MAHOGANY VENEERS

EBONY
DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

THE STANDARD VENEER CO.
Manufacturers
Rotary Cut Birch Veneers
HOULTON, ME.
MILL AND STORE AT STOCKHOLM, ME.

SEDRO VENEER COMPANY
Manufacturers of COTTONWOOD ROTARY CUT & DOUGLAS FIR VENEERS AND PANELS
SEDRO-WOOLLEY, WASHINGTON

TOMAHAWK VENEER & BOX CO.
Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties
TOMAHAWK WRITE FOR PRICES. WISCONSIN

B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

VENEERS

Cut right; dried right; prices right

HUMBOLDT, · TENNESSEE

Where We Make

Rotary Cut VENEER

AND

Three and Five Ply PANELS

OF THE BEST WISCONSIN

Birch Gray Elm Basswood Red Oak

ALSO

Quartered Oak and Mahogany Panels of every grade

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

A Trial Order Will Convince You

THE UNDERWOOD VENEER COMPANY THOMAS STREET WAUSAU, WIS.

WE HAVE BEEN CUTTING

BIRCH VENEERS

FOR FURNITURE AND DOORS
FOR OVER TEN YEARS
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

You can't afford to be without **The *Gibson Tally Book***

when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.

Hardwood Record :: :: :: Chicago

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee Wisconsin

Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

BIRCH

4-4 and thicker, No. 1 Common and Better
also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods PHILLIPS, WIS.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD CHICAGO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

We want to move the following:

4 cars S. 4 No. 2 Common & Better Soft Maple.
5 cars 4/4 No. 1 Common Basswood.
4 cars 6/4 No. 2 Common Elm.
4 cars S. 4 No. 1 Common Hard Maple.
1 car 10/4 No. 1 and No. 2 Common Hard Maple.
5 cars 5/4 No. 2 Common & Better Beech.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer the following Soft White Pine:

21 M 4/4 Log Run
38 M 2x8 Common
3 M 2x10 Common
21 M 2x12 Common
15 M 6/4 x 6" and up Shop and Better
24 M 8/4 x 6" and up Shop and Better

FULL THICKNESS BAND SAWN QUICK SHIPMENT

"Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 6" and wider Common and Better 4/4 Maple.
100 M ft. 6" and wider Common and Better 6/4 Maple.
100 M ft. 8/4 No. 2 Common and Better Maple.
100 M ft. 8/4 No. 3 Rock Elm.
100 M ft. 8/4 No. 2 Common and Better Rock Elm.
100 M ft. 6/4 No. 2 Common and Better Rock Elm.
50 M ft. 5/4 No. 3 Com. Basswood.
100 M ft. 6/4 No. 2 Common and Better Birch.
100 M ft. 5/4 No. 2 Common and Better Birch.
100 M ft. 4/4 No. 2 Common and Better Birch.
25 M ft. 10/4 No. 1 Common and Better Soft Elm.
15 M ft. 10/4 No. 2 Common and Better Birch.
15 M ft. 12/4 No. 2 Common and Better Birch.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

BUFFALO

The Foremost Hardwood Market of the East

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

Hugh McLean Lumber Co.
OUR SPECIALTY
QUARTERED WHITE OAK
940 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
Gray Elm, Brown Ash
Pacific Coast Fir and Spruce
2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
Oak, Ash and Poplar
932 ELK STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers

General

Gum
Oak
Cypress

Lumber

Cottonwood
Maple
Elm

Company

Memphis, Tenn.

J.V. Stimson Mills

J. V. STIMSON - - - - Huntingburg, Ind.
J. V. STIMSON HARDWOOD CO., Memphis, Tenn.
STIMSON VENEER & LUMBER CO. Memphis, Tenn.

Entire Line of WELL MANUFACTURED

Hardwood Lumber

From 3/8" thick up, in Dry Stock, including

OAK and RED GUM

——PLAIN AND QUARTER SAWN——

Walnut, Poplar, Hickory, Ash
Elm and Maple

and

ROTARY VENEERS

In Any Dimension Desired

ABC AND WESTERN UNION CODES

ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

¶ It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS

ALL BAND-SAWED STOCK

150,000 ft. 4 4 Firsts & Seconds WHITE OAK
220,000 ft. 4 4 No. 1 Common..WHITE OAK
160,000 ft. 4 4 No. 2 Common..WHITE OAK
125,000 ft. 3 4 Firsts & Seconds...RED OAK
175,000 ft. 3 4 No. 1 Common....RED OAK
85,000 ft. 4 4 Firsts & Seconds...RED OAK
150,000 ft. 4 4 No. 1 Common....RED OAK
100,000 ft. 4 4 No. 2 Common....RED OAK

We also have a circular mill, from which we are offering the following stock:

75,000 ft. 4 4 No. 1 Common Red Oak
125,000 ft. 4 4 No. 2 Common Red Oak
25,000 ft. 4 4 No. 1 Common White Oak
70,000 ft. 4 4 No. 2 Common White Oak

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure. The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

VENEER AND PANEL ANNUAL

Hardwood Record

Twentieth Year, Semi-Monthly.

CHICAGO, DECEMBER 10, 1914

Subscription $2. Single Copies, 10 Cents.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4 4 No. 1 Common Birch.....200,000 ft.
5 8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4 4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*

Lumbermen

value of air dried lumber to the consumer depends materially on its moisture contents?

Lumber with 35% of moisture has not the

of moisture.

Troemroid Scalometer—Model B

Know the value of your lumber by using this instrument *$26*

Morton Dry Kiln Company 20 Jackson Blvd. Chicago, Ill.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS, OUR OWN MANUFACTURE

Sales Department

COBBS & MITCHELL, Inc.

CADILLAC, MICH. DECEMBER 2, 1914

DRY STOCK LIST

4/4 Ash, No. 3 Common	30 M
4/4 Basswood, 1s & 2s	150 M
4/4 Basswood, No. 1 Common	200 M
4/4 Basswood, No. 2 Common	200 M
4/4 Basswood, No. 2 Common & Better	100 M
4/4 Basswood, No. 3 Common	200 M
1x3 & 4 Basswood, No. 3 Common	19 M
1x5 Basswood, No. 3 Common	8 M
1x6 Basswood, No. 3 Common	40 M
4/4 Red Curly Birch, 1s & 2s	2 M
4/4 Cadillac Gray Elm, 1s & 2s	40 M
1x14 & up Cadillac Gray Elm, 1s & 2s	8 M
4/4 Cadillac Gray Elm, No. 1 Common	100 M
4/4 Cadillac Gray Elm, No. 2 Common	200 M
4/4 Cadillac Gray Elm, No. 3 Common	82 M
6/4 Cadillac Gray Elm, No. 1 & 2 Com	33 M
8/4 Cadillac Gray Elm, No. 1 & 2 Com	15 M
12/4 Cadillac Gray Elm, 1s & 2s	10 M
8/4 Rock Elm No. 2 Common & Better	22 M
8/4 Rock Elm No. 3 Common	23 M
4/4 White Maple End Dried (Clear)	12 M
5/4 Maple Step, 1s & 2s	19 M
4/4 Maple No. 3 Common	80 M
4/4 Elm & Basswood No. 4 Common	70 M
4/4 Red Oak No. 1 & 2 Common	100 M
4/4 Red Oak No. 3 Common	27 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

MITCHELL BROTHERS CO.

DRY STOCK LIST

MICHIGAN HARDWOODS

CADILLAC, MICH. DECEMBER 2, 1914.

4/4 Ash, No. 2 Common & Better	16 M
4/4 Basswood, 1s & 2s	44 M
1x6 Basswood, 1s & 2s	31 M
4/4 Basswood, No. 1 Common	67 M
4/4 Basswood, No. 2 Common	65 M
1x6 Basswood, No. 2 Common	14 M
4/4 Basswood, No. 3 Common	69 M
4/4 Birch, 1s & 2s Red (Part Dry)	18 M
4/4 Birch, No. 3 Common	87 M
4/4 1, 5/4 Cherry, No. 2 Common & Better	17 M
4/4 Cadillac Gray Elm, 1s & 2s	100 M
4/4 Cadillac Gray Elm, No. 1 Common	100 M
4/4 Cadillac Gray Elm, No. 2 Common	92 M
4/4 Cadillac Gray Elm, No. 3 Common	100 M
5/4 Cadillac Gray Elm, 1s & 2s	23 M
12/4 Cadillac Gray Elm, 1s & 2s	5 M
8/4 Cadillac Gray Elm, No. 1 & 2 Common	25 M
4/4 Soft Maple, No. 3 Common	42 M
4/4 White Maple, End Dried (Clear)	10 M
4/4 Birdseye Maple, 1s & 2s, End Dried	2 M
5/4 Maple Step, 1s & 2s	20 M
4/4 Basswood & Elm, No. 4	43 M
4/4 Maple & Beech, No. 2 Common	500 M
4/4 Tamarack, Merchantable	7 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not blended to meet price competition — send us your inquiries

WE SELL ONLY MITCHELLS-MAKE

Service "STEARNS QUALITY LUDINGTON" First

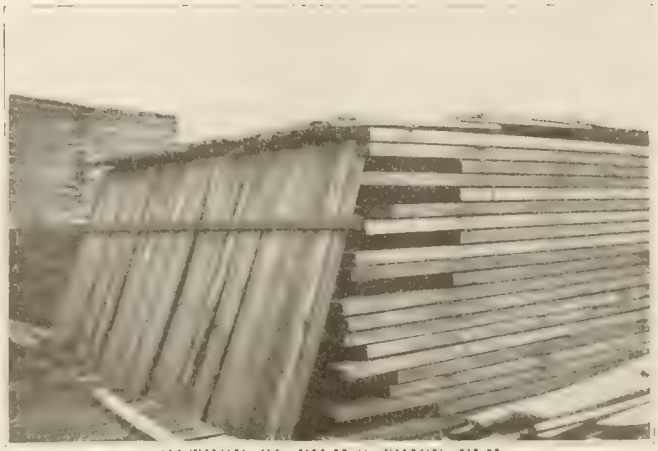
HARDWOOD SPECIALISTS

The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

Soft Gray Elm

Noted especially for soft texture, straight grain, bending and resisting qualities.



METHOD OF PILING THICK ELM

OUR LIST OF

Dry Stock

	Av. Width
45 M 4/4 FAS	9"
49 M 6/4 FAS	9½"
76 M 8/4 FAS	10"
28 M 10/4 FAS	10½"
64 M 12/4 FAS	11"
52 M 16/4 FAS	11½"
90 M 4/4 No. 1 Com	8"
18 M 6/4 No. 1 Com	8"
38 M 8/4 No. 1 Com	9"
12 M 10/4 No. 1 Com	9½"
29 M 12/4 No. 1 Com	10"
24 M 16/4 No. 1 Com	11"
70 M 4/4 No. 2 Com	7"
65 M 4/4 No. 3 Com	7"

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

LOUISVILLE
THE HARDWOOD GATEWAY OF THE SOUTH

"You Can Get It in Louisville"

The "For Sale" Sign is on This Lumber

If you are in the market for hardwoods of any description, scrutinize these stocklists carefully. You will probably be able to find what you want, and you can get it at a price that will be thoroughly satisfactory to you and your customer. The houses whose lumber is listed are leading concerns in the Louisville market, and when you buy from them you get satisfaction.

NORTH VERNON LUMBER COMPANY

We have on hand good stocks of the following bone dry lumber:

Quartered white oak, 5-8, 3-4, 4-4, 5-4 and 6-4, 1s and 2s and common.
Plain white oak, 5-8 and 4-4, 1s and 2s and common.
Plain red oak, 5-8, 3-4, 4-4 and 5-4, 1s and 2s and common.
Ash, 5-8, 4-4, 5-4, 6-4 and 10-4, 1s and 2s and common.
Poplar, 5-8 and 4-4, 1s and 2s and common.
Cottonwood, 5-8, 1s and 2s and common; 4-4, No. 2 and No. 3 common.

CHURCHILL-MILTON LUMBER COMPANY

Has the following at its Louisiana mills:

250,000 feet 4-4 and 8-4 Louisiana red cypress.
150,000 feet 4-4 sap gum.
200,000 feet 4-4 1s and 2s tupelo.
100,000 feet 4-4 tupelo boxboards, 13 in. to 17 in wide.
350,000 feet 4-4 No. 2 common and better plain red oak.
75,000 feet 3-4 No. 1 common and better plain red oak.
150,000 feet 1 in. to 3 in. No. 1 common and better white ash.

The following stock is at the Louisville yards:

300,000 feet 4-4 to 3 in. No. 1 common and better yellow poplar.
200,000 feet 6-4 to 8-4 log run hickory.
150,000 feet 4-4 to 4 in. common and better red maple.
400,000 feet 4-4 to 8-4 plain red and white oak.
300,000 feet 4-4 to 8-4 quartered white oak.

EDWARD L. DAVIS LUMBER COMPANY

100,000 feet 4-4 1s and 2s quartered white oak.
100,000 feet 4-4 No. 2 common quartered white oak.
100,000 feet 4-4 1s and 2s plain red oak.
100,000 feet 4-4 No. 2 common plain red oak.
50,000 feet 8-4 No. 1 common hickory.
50,000 feet 8-4 No. 2 common hickory.
50,000 feet 8-4 No. 1 common ash.

NORMAN LUMBER COMPANY

(Mills at Holly Ridge, La.)

175,000 feet 12-4 log run elm.
110,000 feet 8-4 log run hickory.
60,000 feet 6-4 log run hickory.
66,000 feet 4-4 1s and 2s red gum.
15,000 feet 5-4 1s and 2s red gum.
400,000 feet 4-4 No. 1 common red gum.
100,000 feet 4-4 1s and 2s sap gum.
100,000 feet 5-4 1s and 2s sap gum.
350,000 feet 4-4 No. 1 common sap gum.
500,000 feet 4-4 No. 1 common plain red oak.
130,000 feet 5-4 No. 1 common plain red oak.
40,000 feet 6-4 No. 1 common plain red oak.
10,000 feet 7-4 No. 1 common plain red oak.

BOOKER-CECIL LUMBER COMPANY

[illegible] feet 1-4 No. 2 common and better plain oak.
20,000 feet 5-4 No. 2 common and better plain oak.
30,000 6-4 No. 2 common and better plain oak.
75,000 feet 8-4 No. 2 common and better plain oak.
15,000 feet 4-4 1s and 2s quartered white oak.
50,000 feet 4-4 No. 1 common quartered white oak.
25,000 feet 5, 6 and 8-4 common and better quartered white oak.
200,000 feet 1-in. to 4-in. common and better poplar.
80,000 1-in. to 6-in. common and better ash.
25,000 feet 4-4 No. 1 common chestnut.
40,000 feet 8-4 No. 1 common and better maple.

W. P. BROWN & SONS LUMBER COMPANY

Offers all grades of the following:

4-4 to 8-4 plain red gum and quartered red gum.
5-8 to 8-4 sap gum.
5-8 to 16-4 plain red or white oak.
5-8 to 8-4 quartered or white oak.
5-8 to 16-4 poplar.
4-4 to 16-4 ash.
4-4 to 8-4 chestnut.
Alabama short leaf yellow pine—all grades and thicknesses.
Can ship in mixed cars.

THE LOUISVILLE VENEER MILLS

35,000 feet 4-4 quartered white oak.
51,000 feet 5-8 quartered white oak.
23,000 feet 4-4 quartered white oak strips.
56,000 feet 4-4 poplar.
10,000 feet 6-4 and 8-4 poplar.
45,000 feet 5-8 poplar.
58,000 feet 4-4 sap gum.
5,000 feet 5-8 sap gum.
27,000 feet 4-4 red gum.
10,600 feet 5-4 and 6-4 red gum.
25,000 feet 4-4 quartered red gum.
20,000 feet 4-4 American walnut.
13,000 feet 8-4 plain white oak.
128,000 feet 4-4 plain white oak.
200,000 feet 4-4 chestnut.

STEMMELEN BROS. & FULLENLOVE COMPANY

1 car 4-4 1s and 2s quartered white oak.
2 cars 4-4 No. 1 common quartered white oak.
1 car 5-4 1s and 2s quartered white oak.
1 car 6-4 No. 1 common quartered white oak.
2 cars 4-4 No. 1 common quartered red oak.
1 car 4-in. common and better ash.
1 car 10-4 common and better ash.
1 car 2-in. common and better ash.
2 cars 4-4 1s and 2s ash.
1 car 5-4 1s and 2s poplar, 12-in. and up wide.
2 cars 5-4 No. 1 common poplar.
1 car 3-in. 1s and 2s maple.
2 cars 6-4 common and better cypress.
10 cars 4-4 No. 1 common plain oak.
2 cars 4-4 plain oak tie sidings.

"You Can Get It in Louisville"

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY,
CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST

MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

CIRCASSIAN
AMERICAN **WALNUT**

R. S. BACON VENEER CO.
Veneer Mill and Warehouse
213 N. Ann St. : : : CHICAGO

MAHOGANY

OAK LUMBER

On account of the war between Kaiser William, Duncan Chisholm and Cousin George, who have always taken this fine quality oak lumber, we can offer for a short time the best quality oak lumber, F. O. B. your place, at bargain prices—especially a large quantity of—

4/4" 1sts & 2nds Plain White Oak
4/4" No. 1 Common Plain White Oak
4/4" No. 2 Common Plain White Oak
4/4" 1sts & 2nds Plain Red Oak
4/4" No. 1 Common Plain Red Oak
4/4" No. 2 Common Plain Red Oak
4/4" No. 1 Common Quartered White Oak

GET OUR QUOTATIONS BEFORE PURCHASING

JOHN C. SPRY

1003 HARRIS TRUST BUILDING CHICAGO, ILLINOIS

WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

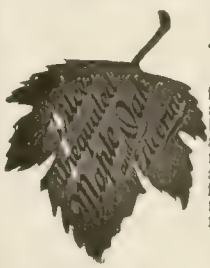
J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

Clarence Boyle, Inc., 312 Portland Block Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut.

VESTAL LUMBER AND MANUFACTURING COMPANY

Manufacturers

PLAIN OAK — QUARTERED WHITE OAK

Tennessee Red Cedar

BLACK WALNUT — POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD AT VESTAL, TENNESSEE, 4 MILES OF KNOXVILLE

J. M. LOGAN, Pres. & Gen. Mgr. — H. S. MIZNER, 1st Vice-Pres.

C. C. CANNON, 2nd Vice-Pres. — C. B. SWANN, Sec'y-Treas.

J. M. LOGAN LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT — BASSWOOD
POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

Sliced Quartered Oak

Cut to Dimension, Jointed and Taped,
Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

What Veneer and Panel Consumers Will Use in 1915

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1915 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

WALNUT AT THE SHOWS

¶ Every indication is that American Black Walnut will again take a leading position at the furniture shows, which will be held next in January. Manufacturers who have been making a few numbers during the past six months will add to their line for the next season; and many additional houses will be represented in the American Black Walnut field. Furniture concerns and lumbermen interested in the furniture trade should consider these facts with reference to their own purchases of American Black Walnut lumber and veneers. For stocks ready to ship, see the list shown below.

H. A. McCowen & Company

Salem, Indiana

1ST AND 2NDS		NO. 1 COMMON	
5/8"	110,000′	4/4	420,000′
3/4"	135,000′	5/4	110,000′
4/4"	292,000′	6/4"	89,000′
5/4"	82,000′	8/4"	62,000′
6/4"	46,000′	9/4"	4,000′
8/4"	41,000′	10/4	3,000′
9/4"	7,000′	12/4	3,000′
10/4"	3,500′	16/4"	1,200′
12/4"	7,000′		
16/4"	3,200′		

All Thicknesses 3/4 No. 2 Common

Theodor Francke Erben, G. m. b. H.

Cincinnati, Ohio

1ST & 2NDS		NO. 1 COMMON	
3/8"	24,000′	3/8"	37,000′
1/2"	136,000′	1/2"	87,000′
5/8"	175,000′	5/8"	51,000′
3/4"	94,000′	3/4"	82,000′
4/4"	88,000′	4/4"	110,000′
5/4"	10,000′	5/4"	25,000′
6/4"	19,000′	6/4"	45,000′
8/4"	30,000′	8/4"	26,000′
10/4"	6,000′	10-12 4"	4,000′
12/4"	3,000′		
16/4"	1,300′	NO. 2 COMMON	
		3/4"	23,000′
		4/4"	40,000′
		6/4"	35,000′

Frank Purcell

Kansas City, Missouri

PRIME
WALNUT LOGS
FOR EXPORT

Figured Walnut Logs
Figured Walnut Butts

Geo. W. Hartzell

Piqua, Ohio

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8	9,000 ft.	5/8	5,000 ft.
3/4	21,000 ft.	3/4	15,000 ft.
4/4	18,000 ft.	4/4	30,000 ft.
5/4	37,000 ft.	5/4	28,000 ft.
6/4	28,000 ft.	6/4	33,000 ft.
8/4	37,000 ft.	8/4	40,000 ft.
10/4	29,000 ft.	10/4	8,000 ft.
12/4	17,000 ft.	12/4	4,000 ft.
16/4	7,000 ft.	16/4	1,000 ft.

4/4 clear face, 6 in. and up wide.....35,000 ft.
3/4 in. to 16/4 in. Figured Boards and Panels.....15,000 ft.

VENEERS

Good Assortment of Figured Butts, Long Figured Wood and Plain Wood ready for immediate shipment

Sanders & Egbert Company

Goshen, Indiana

WALNUT

1ST & 2NDS			
1/2"	30,000′	5/4"	11,500′
5/8"	30,000′	6/4"	2,700′
3/4"	50,000′	8/4"	14,300′
4/4"	25,000′	4/4" Clear Face	14,200′
5/4"	6,350′	NO. 2 COMMON	
6/4"	6,000′	1/2"	4,500′
8/4"	8,300′	5/8"	2,500′
NO. 1 COMMON		3/4"	22,600′
1/2"	18,000′	7/8"	200′
5/8"	17,000′	5/4"	4,100′
4/4"	22,000′	6/4"	900′
		4/4" Shorts	10,000′

East St. Louis Walnut Co.

East St. Louis, Illinois

1ST & 2NDS		NO. 1 COMMON	
3/8"	50,000′	3/8"	50,000′
1/2"	100,000′	1/2"	25,000′
5/8"	160,000′	5/8"	90,000′
3/4"	115,000′	3/4"	150,000′
4/4"	115,000′	4/4"	160,000′
5/4"	40,000′	5/4"	45,000′
6/4"	14,000′	6/4"	27,000′
12/4"	12,000′	8/4"	15,000′
16/4"	4,000′	10/4"	3,000′
		12/4"	9,000′
		16/4"	1,000′

Pickrel Walnut Company

St. Louis, Missouri

WALNUT

1ST AND 2NDS			
1/2"	35,000′	6/4"	10,000′
5/8"	14,000′	8/4"	25,000′
3/4"	19,000′	10/4"	10,000′
4/4"	103,000′	12/4"	6,500′
5/4"	16,000′	NO. 2 COMMON	
6/4"	18,500′	1/2"	10,000′
8/4"	11,000′	5/8"	20,000′
10/4"	8,000′	3/4"	18,000′
NO. 1 COMMON		4/4"	50,000′
1/2"	32,000′	5/4"	8,000′
5/8"	30,000′	6/4"	20,000′
3/4"	15,000′	8/4"	13,000′
4/4"	75,000′	10/4"	5,000′
5/4"	13,000′	12/4"	4,700′

VENEERS

Penrod Walnut & Veneer Co.

Kansas City, Missouri

WALNUT

1ST & 2NDS		NO. 1 COMMON	
5/8"	40,000′	5/8"	40,000′
3/4"	49,000′	3/4"	50,000′
4/4"	73,000′	4/4"	300,000′
5/4"	12,000′	5/4"	30,000′
6/4"	9,000′	6/4"	14,000′
8/4"	11,000′	8/4"	3,000′
10/4"	1,800′	10/4"	3,000′

KRAETZER CURED LUMBER
In Stock Ready for Shipment
THREE MILLION FEET
of Figured Walnut Butt Veneers
and
TWO MILLION FEET
of Figured Long Walnut Veneers

We Furnish Plain Walnut Veneer
Any Thickness—Cut to Size

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Band Sawn Hardwoods

WE PRODUCE OUR OWN STOCKS

Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

A Few Items We Want to Move:

10 Cars 4 4"x 6" to 12" 1st & 2nds Cottonwood.
8 Cars 4 4"x13" to 17" 1st & 2nds Cottonwood.
6 Cars 4 4"x18" to 22" 1st & 2nds Cottonwood.
10 Cars 4/4"x13" to 17" Cottonwood Box Boards.
5 Cars 4/4"x 9" to 12" Cottonwood Box Boards.
5 Cars 5 4"x 6" to 12" 1st & 2nds Cottonwood.
3 Cars 6 4"x 6" & wider 1st & 2nds Cottonwood.
3 Cars 8/4"x 6" & wider 1st & 2nds Cottonwood.
2 Cars 3/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 1/2"x 6" & wider 1st & 2nds Plain White Oak.
3 Cars 5 8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 3/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 5 4" Log Run Soft Maple.
5 Cars 12 4" Log Run Soft Maple.
2 Cars 3/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 1/2"x 6" & wider 1st & 2nds Red Gum.
3 Cars 5/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 3/4"x 6" & wider 1st & 2nds Red Gum.
7 Cars 4 4"x 6" & wider 1st & 2nds Red Gum.
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 6/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 3/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 5 8"x 4" & wider No. 1 Com. Red Gum.
1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6 4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 3 8"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 4/4"x13" & wider No. 1 Com. Sap Gum.
5 Cars 5/4" Log Run Plain Sycamore.
6 Cars 5 4" 1st & 2nds Plain Red Oak.
8 Cars 4 4" 1st & 2nds Plain Red Oak.
2 Cars 5/8" 1st & 2nds Plain Red Oak.
7 Cars 4 4" 1st & 2nds Plain Red Oak.

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ANDERSON-TULLY COMPANY, Memphis, Tenn.

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OAK

2 cars 4 4 1st & 2nds Plin. Wh.
5 cars 4/4 No. 1 Com. Plin. Wh.
5 cars 4/4 No. 2 Com. Plin. Wh.
2 cars suitable for veneer cores
2 cars 4/4 1st & 2nds Qtd. Wh.
2 cars 4/4 No. 1 Com. Qtd. Wh.
1 car 8/4 1st & 2nds Qtd. Wh.
1 car 8/4 No. 1 Com. Qtd. Wh.

2 cars 4/4 1st & 2nds Plin. Red
5 cars 4/4 No. 1 Com. Plin. Red
5 cars 4/4 No. 2 Com. Plin. Red
5 cars 4/4 No. 3 Com. Plin. Red

GUM

10 cars 4/4 1st & 2nds Sap
20 cars 4/4 No. 1 Com. Sap
5 cars 4 4 No. 2 Com. Sap

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VARNER LAND & LUMBER COMPANY

Geridge, Lonoke Co., Ark.

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The Johnson-Tustin Lumber Company

566 RANDOLPH BUILDING, MEMPHIS, TENN.

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OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

Wanted

Fifteen thousand 6 x 8 x 8 No. 1 Sawn, White or Chestnut Oak Ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

JOHN B. YATES LUMBER COMPANY

PENNSBORO, WEST VIRGINIA

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THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

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42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

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60,000' ⅜"x1½" Clear Plain White
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200,000' 13-16" x 2¼" Clear Plain White
40,000' ⅜"x1½" Clear Plain Red
200,000' ⅜"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

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THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
500M 4/4 No. 3 Common Hard Maple
100M 4/4 No. 2 Common & Better Soft Maple
100M 4/4 Birch, Mill Run
200M 4/4 Basswood, I. R.
110M 4/4 1st & 2nd Basswood
75M 4/4 No. 1 Common Basswood
90M 4/4 No. 2 Common Basswood
40M 5/4 1st & 2nd Basswood
90M 5/4 No. 1 Common Basswood
60M 5/4 No. 3 Common Basswood
125M 5/4 No. 2 Common & Better Beech
160M 6/4 No. 3 Common Beech

Richardson Lumber Company

100M ft. 4/4 1st & 2nd Maple
40M ft. 5/4 1st & 2nd Maple
100M ft. 4/4 No. 3 Common Maple
500M ft. 5/4 No. 3 Common Maple
20M ft. 6/4 No. 3 Common Maple
40M ft. 4/4 1st & 2nds Birch
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
175M ft. 4/4 1sts & 2nds Basswood, 12" and wider
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
50M ft. 6/4 No. 3 Common Elm
50M ft. 4/4 No. 3 Common & Better White Pine

The Kneeland-Bigelow Company

HARD MAPLE

16/4 1s & 2s, 8" and up	124,300 ft.
16/4 No. 1 Com.	34,700 ft.
16/4 No. 2 C. & B., 4 to 7" wide	9,000 ft.
12/4 1s & 2s, 8" and up	203,800 ft.
12/4 No. 1 Com.	26,000 ft.
10/4 1s & 2s, 8" and up	163,200 ft.
8/4 1s & 2s, 8" and up	180,200 ft.
8/4 No. 1 Com., 8" and up	8,200 ft.
8/4 heart culls	72,000 ft.
6/4 1s & 2s, 8" and up	286,000 ft.
5/4 1s & 2s, 8" and up	166,800 ft.
5/4 Bird's Eye	920 ft.
4/4 Bird's Eye	480 ft.
4/4 White	97,500 ft.
4/4 1s & 2s, 8" and up	650,000 ft.
4/4 Heart culls	61,200 ft.
4/4 Plank trim	37,000 ft.

BIRCH

5/4 No. 2 C. & B.	6,200 ft.
5/4 No. 3 Com.	3,000 ft.
4/4 No. 1 Com.	52,000 ft.
4/4 No. 2 C. & B.	180,200 ft.
4/4 No. 2 Com.	28,000 ft.
4/4 No. 3 Com.	93,500 ft.

BEECH

6/4 No. 2 C. & B.	35,000 ft.
6/4 No. 3 Com.	68,000 ft.
5/4 No. 2 C. & B.	409,600 ft.
5/4 No. 3 Com.	31,000 ft.
4/4 No. 1 C. & B.	53,000 ft.
4/4 No. 2 & 3 Com.	859,000 ft.
4/4 No. 3 Com.	57,000 ft.

BASSWOOD

4/4 No. 2 C. & B.	446,000 ft.
4/4 No. 3 Com.	30,000 ft.

ELM

4/4 Full cut	26,000 ft.

ASH

4/4 Full cut	18,000 ft.

CHERRY

4/4 Full cut	1,600 ft.

OAK

4/4 Full cut	6,000 ft.

W. D. Young & Company

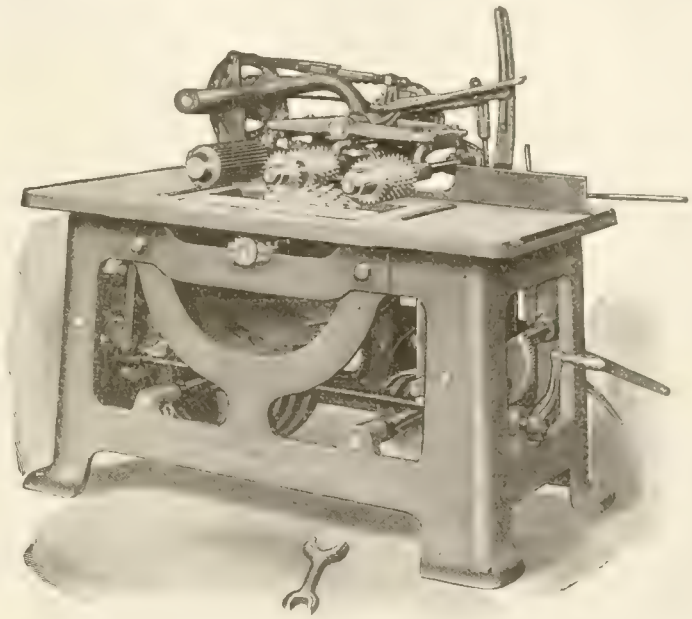
800,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
9,000 ft. 5/4x11½" and wider 1st and 2ds Hard Maple
5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.
4,000 ft. 4/4 1st and 2nds Hard Maple.
700 ft. 5/4 1st and 2nds Birds Eye Hard Maple.
300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
150,000 ft. 4/4 No. 3 Common Birch
15,000 ft. 5/4 No. 3 Common and Better Balm.
50,000 ft. 4/4 Wormy Pine Mill Culls for boxing.
500,000 ft. 4/4 and 8/4 No. 2 and No. 3 Hemlock for boxing.

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.
ROSS & WENTWORTH
W. D. YOUNG & CO.

The New Hoosier Gang Ripping Machine



THE HOOSIER SELF FEED RIP SAW is now built in several different styles and sizes for single gang or bevel ripping, with a chain feed for straight edging; with return roll for returning stock to the operator; with hinged upper feed works so that machine can be used for hand feeding. These machines are built to take care of any kind of rip saw work.

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INDIANAPOLIS, IND.

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¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

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A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

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American and Circassian Figured and Plain
VENEERS and LUMBER

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Poplar
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Ready for immediate shipment

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2 cars 4/4″ 1s and 2s.	3 cars 4/4″ 1s and 2s.
1 car 5/4″ 1s and 2s.	2 cars 5/4″ 1s and 2s.
1 car 6/4″ 1s and 2s.	1 car 6/4″ 1s and 2s.
2 cars 8/4″ 1s and 2s.	3 cars 8/4″ 1s and 2s.
	1 car 10/4″ 1s and 2s.
3 cars 4/4″ No. 1 Com.	3 cars 4/4″ No. 1 Com.
1 car 5/4″ No. 1 Com.	2 cars 5/4″ No. 1 Com.
1 car 6/4″ No. 1 Com.	2 cars 6/4″ No. 1 Com.
2 cars 8/4″ No. 1 Com.	3 cars 8/4″ No. 1 Com.
	2 cars 10/4″ No. 1 Com.

The Famous Cache River Red Gum

Band Sawn—Dry—Flat

Plain and Quarter Sawn Red and White Oak always in stock

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MASON BUILDING, BOSTON, MASS.

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NICE FLAKY STUFF

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SILVER WHITE PINE

A real Cork Pine Substitute for Planing Mill and Pattern Work

Idaho White Pine Northern Soft Cork White Pine

Also Yellow Pine and Hardwoods

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Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

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AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

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SLICE CUT VENEERS

Specialty — Quartered White Oak Manufactured from

Northern Grown White Oak

HB Reg. U. S. Pat. Off.

Honest Inspection
Intelligent Selection

HB Reg. U. S. Pat. Off.

Hoffman Bros. Company, Fort Wayne, Ind.

ESTABLISHED 1867 INCORPORATED 1904

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25 M 1" 18 and up Panel Poplar.

28 M 2" 6 to 17 1st and 2nd Poplar.
15 M 2" 18 to 21 1st and 2nd Poplar.
10 M 2" 22 to 25 1st and 2nd Poplar.
3 M 2" 26 and up 1st and 2nd Poplar.
30 M 2½" 6 to 17 1st and 2nd Poplar.
18 M 2½" 18 to 22 1st and 2nd Poplar.
13 M 2½" 22 to 25 1st and 2nd Poplar.
6 M 2½" 26 and up 1st and 2nd Poplar.
10 M 3" 6 to 17 1st and 2nd Poplar.
15 M 3" 18 and up 1st and 2nd Poplar.

Band sawn—good lengths—thoroughly dry —National Grades. We have five million feet Poplar and Oak awaiting your inquiries

Faust Bros. Lumber Co.

Fisher Building, CHICAGO, ILLINOIS
City Bank Building, PADUCAH, KENTUCKY

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $1.00 extra postage.

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Kiln-Dried Polished

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11th Ave. and 25th Street, NEW YORK
910 So. Michigan Avenue, CHICAGO

Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-Working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

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Review and Outlook

General Market Conditions

BY FAR THE MOST IMPORTANT DEVELOPMENT as affecting the country's lumber trade, and in fact trade in almost all classes of raw material, is specific evidence that the railroads are taking down their "not interested" signs and are actually placing orders for quantities of raw material that amount to a very considerable item in the aggregate. It hardly seems possible that they are actually making plans for increasing their general expenditures for actual equipment, but nevertheless they are planning repair work on a large scale and are demanding considerable lumber for this purpose.

Were the evidence not available through the orders being placed with lumbermen, conditions would be seen by noting the activity in the freight yards in some of the large cities where in many cases long strings of freight cars are laid up on the tracks with gangs of men busy making the necessary repairs, which do not require the cars being taken to the shops. It is only reasonable to suppose that this condition is general and that it includes much more extensive repair work than can be seen without a thorough investigation.

Fortunately this demand for railroad material includes a variety of lines of stock for repair work of different kinds, not only on cars but in other railroad property. The result will be pleasing to all classes of lumbermen as different characters of stock come from different parts of the country.

Another very pleasing development in this period is the almost universal effort being made by hardwood buyers for woodworking establishments to contract for 1915 requirements. In fact there has been a very strong effort in this direction, and only one deduction is possible, namely, that they foresee marked increases in prices during the coming year and are endeavoring to fortify themselves against paying more money for their stocks. As a matter of fact lumbermen are receiving these offers with little enthusiasm as they in themselves constitute the best reason in the world why they should not make contracts.

The export situation is not changed to any extent, there being a considerable aggregate volume of business going abroad. This volume, however, is not being increased to any extent. If the risk of confiscation by the warring nations is not sufficient excuse for non-shipment, the prohibitive freight rates should in themselves constitute a definite check on foreign shipments.

However, in spite of these and all other retardant factors, lumber is being moved in very fair quantities. There is some report from the South that heavy timbers are being resawed into boards for box lumber. This report comes mainly from the yellow pine mill section and is probably the result of the continued activity in the box business and lack of sufficient demand for heavy timbers. It is a regrettable condition when this long, clear stock is sacrificed in this way.

Actual buying conditions are about the same as they have been for several weeks past with probably a little more alertness on the buyers' part, and with a spotty strengthening in values. There is no likelihood that any marked change will be felt for the remainder of 1914, but all lumbermen will be wise in making plans for gradually augmented call for lumber when 1915 has gotten fairly well started.

One condition will affect at least two of our native woods favorably, this being the difficulty in securing sufficient quantities of mahogany logs from abroad. The risk on ocean shipments is preventing the securing of sufficient quantities of mahogany logs at English mahogany centers to supply the American and English demand. At the same time the call for mahogany veneers and lumber keeps up with fair activity in this country, and good prices are being realized almost universally without exception. If this condition keeps up, with the increased difficulty of securing logs from the original shipping points, it will be necessary to fill in certain lines with acceptable substitutes, especially in the medium grades of furniture. For this purpose birch and gum are recognized as being pre-eminent, and the mahogany situation cannot but affect these two woods favorably.

Regarding the general business outlook, the Department of Commerce has issued some highly gratifying statements that show a tremendous increase in balance of trade in favor of this country for November. In fact the figures are distinctly more favorable than for November, 1913. This does not necessarily mean that our actual exports are greater this year, which, of course, is not true. However, we must realize that we are keeping a great deal of money at home through the checking of our tourists' invasion of Europe, which naturally results in our taking abroad a good many millions of dollars in actual money. The balance is very likely as favorable as it appears, because our imports are reduced to the vanishing point and because of the suggestion above.

HARDWOOD RECORD endeavors to be truthful in its analysis of the situation as affecting its readers. It believes the sources of information from which its digest is prepared to be thoroughly reliable, and is extremely pleased with the opportunity of presenting such an optimistic summary of probable developments and hopes that this opinion will conform to the ideas of at least the majority of its readers.

HARDWOOD RECORD most earnestly urges hardwood and veneer consuming factories to make arrangements for the purchase of as much

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material as they can get hold of at as early a date as possible, as there is absolutely no question that there is going to be a much higher price level for all kinds and varieties of hardwood lumber and veneers.

HARDWOOD RECORD also suggests the unwisdom of sawmills contracting for 1915 requirements on the present basis of lumber prices.

The Cover Picture

WHEN THE GOVERNMENT COLLECTS yearly statistics of the country's lumber cut, it omits the output of all mills which produce less than fifty thousand feet a year. That probably excludes establishments like the one shown in the cover picture which illustrates this issue of HARDWOOD RECORD. It is capable of sawing much more than that, if it is operated full time; but many mills of that class are run during a few days, and then stand idle a long time. The government's investigations show that more than twenty thousand sawmills in the United States do not produce fifty thousand feet of lumber a year each. Their combined output falls short of one billion feet a year. That is not a small quantity, considered as a whole; but it is not much more than two per cent of the country's whole cut.

In 1909 the census listed all mills, large and small, and the number was found to be 48,112; in 1912 the small mills were omitted, and the total dropped to 29,648. The argument advanced in favor of omitting small mills from statistics is that the total is not greatly changed, while nearly half of the labor of collecting and compiling the figures is saved.

Notwithstanding the tendency to ignore the very small mill, it fills a place of considerable importance in the neighborhood. It provides lumber for farms in remote valleys and on distant mountains which otherwise would have none. Fifty thousand feet a year is quite insignificant in the country's lumber supply, taken as a whole, but that provides lumber for a dozen or more small farms, for gates, sheds, fences, and for an occasional residence. Frequently the farmer hauls logs to the mill and gives part of the lumber to pay for sawing the other part.

The class of lumber turned out by the small rural mill is usually not very high. The sawyer is not apt to be an expert; but even if he is, there are ways of spoiling the lumber after it leaves the saw. A look at the picture on the cover will make that clear. The sticks in the piles are carelessly placed; all lengths are piled promiscuously, and a general lack of system is apparent. But that is not the worst of it. Fully half of the lumber visible on the yard has not been piled at all. It has been thrown haphazard right and left, tumbled about the hillside and creek bank without semblance of order.

Any man acquainted with lumber need not be told what will be the condition of that scrambled mass of boards after a few months of rain and sunshine. Most of the pieces will be unfit for anything except the roughest and most common uses. Warping and splitting will ruin the best boards; and, if left in unventilated heaps a considerable time, decay will complete the work of deterioration.

Large lumber operations have been accused of great waste. Many of the accusations are not well founded, though some are unfortunately true. Yet, when the worst has been said against the large mills, it remains a fact that it is the small operator who wastes most, in proportion to the amount of work he does. There are mill yards which contain millions of feet of lumber where less waste is visible than is seen in the picture where the yard contains scarcely thirty thousand feet.

The mill in the picture is evidently a hardwood operation. Thousands of such mills are scattered through the woods from Maine to Missouri. Formerly the majority of such mills were operated by water power; but steam engines are now so low in price, particularly second-hand engines, that it is about as cheap to buy one as to make or buy a water wheel. Nearly anything with a boiler, firebox, cylinder and whistle will answer. The man who wants to possess one of these small mills can usually pick up for a mere song an old engine that has seen its best years in the service of a threshing machine, stone quarry or dredge; and by a little skirmishing through the catalogues of second-hand dealers, the equipment can be completed, and the mill is ready to join the ranks of twenty thousand others which are so small that the statistics of their output are not collected by the Bureau of the Census.

It would be interesting to know how much of the complaint on account of crooked lumber, which is heard from manufacturers, could be traced to small mills which abuse their product after it is sawed, by ricking it in careless piles or scattering it in heaps about the premises, after the manner shown in the cover picture. If such lumber ever reaches a factory, it is bound to arrive in bad condition. It has not seasoned straight because improperly piled; and after it has once become warped and twisted, it can be made straight again only with great difficulty, if at all. If it is used, it is generally after the deformed boards have been cut half away by passing them through the planing machines, at an excessive expenditure of power, unprofitable waste of wood and extra cost in labor and handling. Abuse of property pays nowhere, and it pays less in the lumber yards than in most places. A lean calf may be fattened again; exhausted farm land may be renewed; a dilapidated roof may be mended; but a warped and curled piece of lumber is permanently degraded.

Stand by Your Guns

WHILE SOME PEOPLE seem to be trying to fool themselves into thinking that there is now sufficient mahogany to go round, and that the supply of mahogany logs will continue to be sufficient to meet all demands, those people in the best position to know are frank in admitting that the situation is not at all as it should be, and that if the war continues for any protracted period, there will not only be a scarcity but an actual absence of the high-grade mahogany. At least there will not be sufficient logs to make enough impression on the demand to be considered as any supply at all.

Just what will this mean? The result will be that we will simply be compelled to re-establish our plans and styles of furniture manufacture. Mahogany and Circassian walnut are about the most expensive woods going into the high-grade lines. This country as a whole has been universally accused of living beyond its means and of inexcusable extravagance and pretense in its purchases. Perhaps the enormous quantity of mahogany going into furniture is one instance illustrating this fact. It rather appears now that we will be forced to economize somewhat, and that one of these economies will be effected by spending less money for our furniture.

A period following such a stupendous calamity must be one of close figuring and intensive economy the world over. Whether or not this country is going to benefit exclusively to such a degree that it will be able to satisfy its extravagant tendencies while the rest of the civilized (?) world is counting its pennies, is a question that cannot be successfully answered right now. However, whether we wish to or not, it really seems that we will have to economize in the purchase of furniture. If present indications of a general shortage in mahogany and Circassian walnut logs are borne out by unusual developments in the future, we simply will not be able to buy the high grade lines that are made up of this wood and will have to content ourselves with the more moderate priced lines in the other woods.

This is where the American manufacturer of lumber comes in for his share. Not only will oak find a more active consumption for use, undisguised in its natural figure and tone, but such woods as gum and birch, which are renowned as substitutes for mahogany, will find their field of use very decidedly broadened.

It is quite probable that the attention of the furniture man will be turned toward making his designs and his workmanship as attractive as possible so that he will be enabled to get more out of his stock made from the more medium priced woods. However, the scarcity of mahogany and Circassian walnut, which now seems an almost assured fact, will, if it actually materializes, inaugurate a period of more medium priced furniture in which our native woods will find a ready call.

In the meantime let us not forget the exquisite beauty, the richness and dignity which make furniture made from our own black walnut an article comparable to the best in the world. Enterprising walnut manufacturers have through commendable efforts greatly

stimulated the demand for walnut made articles, and these manufacturers are surely going to benefit by the scarcity of the competitive woods.

Walnut can be given a place among the most desirable of all cabinet woods and is rapidly establishing itself in that place.

Government Interested in Further Utilization of Hardwoods

THE FOREST PRODUCTS LABORATORY at Madison, Wis., has been making plans for some time past to stimulate greater interest among manufacturers of hardwood lumber in working up waste lumber and low grades, and advocates finishing the stuff up at the mill to actual finished sizes.

This dimension stock proposition has been aired and re-aired in so many different ways and on so many different occasions, seemingly without materially changing the situation, that there really is room for doubt as to whether the effort of the Forest Service will succeed no matter how worthy the object might be.

Unquestionably, a great amount of sawmill waste could be worked up, with profit, to special dimension. The restriction of this development has come from two causes. In the first place, the average manufacturer is rather loath to change his methods of operating to the extent that would be necessary were he to consider manufacturing dimension stock. The most serious obstruction, however, has come from the impossibility of operating dimension stock mills, at least for the average manufacturer, on account of lack of standard sizes required and the great risk involved in making up orders ahead without knowing absolutely that the stock will be marketable in the sizes and grades in which it is manufactured. Further, the average consumer has failed to realize the advantage in actual saving and in buying dimension stock where possible, and believing that it, in a measure at least, comes from what otherwise might be very poor lumber or waste, he offers only enough money to pay for the bare cost of the material without considering the labor involved. He forgets that in buying dimension stock made from waste or from any other product of the sawmill, if it is sold to him in good sizes, well-manufactured and cured and in clear stock, it should be worth at least the price of that much feetage in clear lumber. As a matter of fact, it is worth more, but it should be sold for at least those figures. It really should make no difference to the consumer if the manufacturer is progressive enough to utilize his waste in that way. As a consequence he does not offer enough money to make the proposition profitable for the millman, the result being that many a man has started to utilize his waste in this way, but has eventually become disgusted with the business and given it up.

With due consideration of the merits of the plans suggested by the Forest Service it really seems that the most logical method of procedure would be to educate the consumer to the advantages he would realize were he to standardize his dimension wants and were he to consider the advantages of dimension stock wherever possible.

Results Must Follow

HARDLY A WEEK GOES BY but that some new effort is launched to attempt to fathom the possibilities of maintaining normal production by the establishment of American-made goods and raw material in markets in different quarters of the globe, which up to now have been neglected entirely.

HARDWOOD RECORD has occasionally mentioned these moves, the latest of which is an expedition which will shortly start from New York or Baltimore, and which will probably be the most comprehensive and thorough-going of any of the efforts toward building up trade abroad.

The Chamber of Commerce of Baltimore has been instrumental in chartering a vessel upon which 300 representative business men from a variety of lines in the East will make an extended tour of the eastern and western South American ports, the purpose being to analyze in the most comprehensive way possible every necessary feature for the furtherance of the development of this trade.

Local information bureaus have been established, as for instance in Chicago, where a certain commercial body has perfected an organization, the purpose of which is to give advice on trade opportunities, and the best methods to pursue. Altogether the work is going along surprisingly well and should bear fruits in the near future.

While this question is so vividly and actively before us, there may be a tendency to let it gain an ascendency over the thoughts of the present limitations of our domestic markets, and the possibilities of leveloping them may be given minor consideration. Our home consumption of raw material and manufactured products is so tremendously in excess of what is shipped abroad that right at home there is offered a great field for further efforts to stimulate trade. Of course it will be argued that considering the matter from the standpoint of the whole country, including every line of business, the economic possibilities of the case demand that the markets which we are now denied, and which have heretofore taken very substantial quantities of our goods, must be replaced by others equally satisfactory.

However, we should not let this thought so dominate our minds that we forget the necessity for maintaining our home consumption and for taking every possible advantage of increasing the home demand. In the lumber business particularly this feature is apt to be overlooked. There are any number of mills which have manufactured almost exclusively for export, and there are even more which have manufactured partially for export and partially for domestic consumption. For the most part all of these mills have shut down entirely, seemingly because they have believed that the cessation of orders from abroad is so serious that it can not be overcome by stimulation of demand in our own country.

There is right here a tremendous field for increased utilization of all kinds of lumber, and were efforts concentrated not only on taking full advantage of known markets but on developing to as exhaustive an extent as possible new markets, it would be a very short time before there would be a very marked favorable development in lumber circles.

A Case of Wood's Superiority

THE STORRS AGRICULTURAL STATION, in Connecticut, is not particularly interested in wood or in substitutes offered in place of wood, but it is interested in conducting investigations to determine how farms may be made to yield best returns. The silo naturally came in for a thorough investigation, and various materials for its construction were studied. Brick, cement, tile, stone, and wood were tried, and it was found that silage that is cured in a wooden silo will produce greater returns than from silos of any other known construction material.

That conclusion, which was reached by impartial and competent investigators, should have much weight with farmers who contemplate building silos. The farmer is not caring about the fight between wood and its substitutes, but he does care when the question involves profit and loss for himself. He wants his farm to pay, and to pay as much as possible. The silo is his most valuable machine for making money, and there is no economy in installing a poor machine when he might as easily have the best.

The silo is becoming a tremendous institution in this country. More than 250,000 of them are in use in the United States, and new ones are added as fast as farmers can build them. They are one of the most potent influences in revolutionizing farm methods and farm life. They are the greatest mortgage payers ever invented. By their use thousands of farms have been changed from loss to profit. It is said that there are counties in the Lake states where every farm is equipped with at least one silo, and some have a dozen; and other sections of the country, both east and west, are nearly as well provided. Soon after the silo becomes firmly established on the farm, the automobile makes its appearance also—a pretty good sign of prosperity.

The point, however, which calls for most emphasis is that the silo that pays best is the one made of wood rather than that constructed of substitutes. It is fortunate that such is the case, because wood is cheaper than any of the substitutes. It is convenient. Every lumber yard has good silo material or can easily get it. No one wood has a monopoly of the demand, but there are dozens which are highly satisfactory for silos, and every region that produces lumber produces the kinds suitable for silos.

World Markets for American Lumber

BY HU MAXWELL

EIGHTH ARTICLE

Editor's Note

Changes move rapidly in Oceania. The "Cannibal Islands" of the old geographies exist no longer. The speed with which that part of the world has been transformed from savagery to semi or complete civilization has been remarkable. When Alfred Tennyson wrote "Locksley Hall," in his younger days, he regarded the islands of the Pacific ocean almost beyond the influences of this world's affairs, and spoke of them as a realm where "never comes the trader, never floats a European flag." But the trader is now well known there, and the flags of Europe are commonplace. Routes of commerce reach all the principal groups of islands, many of which are connected by cables and wireless. Archipelagos which a century ago were visited only by Malay sailors in their catamarans and outrigger canoes, are now provided with wharfs, docks, and warehouses, and are ports of call for the largest ships. In some of the islands the natives have disappeared before the white man more rapidly than the American Indian ever took his departure from the land of his fathers in the most palmy days of our own colonization. Australia has 5,000,000 white people; and not enough of the aborigines are left to supply boomerang throwers for circuses. New Zealand's natives are now kept as curiosities, while the last native Tasmanian full-blood died nearly twenty years ago. The Fiji islanders consult books in the libraries to learn what sort of people their grandfathers were. The island of Java exports fifty-six million dollars' worth of sugar a year. The former head hunters of Borneo are growing wealthy raising rubber to supply automobile tires, and even the Solomon and Society islands, which were not long ago regarded as hopeless depths of outer darkness, are now bidding for their share of the civilized commerce of the world.

Oceania is a promising field for the marketing of American forest products of all kinds, including large timber, rough lumber, and manufactured articles. A beginning only has been made in developing the field. Markets have been found in a few places, and such are proving profitable; but there are prospective markets in many other localities where no lumber has yet been sold.

When most of the lumbermen now in business were in school studying geography, the region of land and sea which is now designated as Oceania was called Oceanica. The spelling has been slightly changed, but the map is about the same. The vast collection of islands bears various names in different parts, Micronesia, Milanesia, Polynesia, and Australasia are names for parts of the region, meaning "little islands," "black islands," "many islands," "southern Asia."

It is not necessary, on the present occasion, to discuss these geographical divisions, or to consider them except in the briefest way. The main point is this: Where, among all these islands, is the best lumber market, and how can the exporters of the United States take advantage of it?

Oceania in its broadest sense, includes nearly all of the islands of the Pacific and Indian oceans, but more particularly those east of the one hundredth meridian, not including the Japanese islands.

No man knows the number of islands in this area, and no man will ever know, because they range in size from a bare rock or a sand bank of an acre or two in extent, up to such islands as New Guinea, Borneo, and Sumatra, containing over 200,000 square miles each, or Australia, which is nearly as large as the United States. It would be safe to say that there are 100,000 islands in that vast group, counting all sizes. There are 1,800 in the Philippines alone, and they constitute a mere speck on the map. So thickly studded with islands and clusters of islands are parts of the Pacific ocean that the seafaring nations in their canoes were once able to travel 10,000 miles without touching the same island twice or suffering for fresh water or food.

A Sinking Continent

It is believed by many geographers that the thousands of islands of Oceania constitute the remnants of a sinking continent. If that view of the case is correct, the islands which still appear above water are the peaks and tablelands of the former continent, all the low parts of which have now sunken beneath the sea. It is not particularly important, from the standpoint of the export lumber business, whether there is evidence to sustain the geographers in their views or not; yet, in some ways, it has a bearing on the forest question, which may be briefly referred to in discussing the present forest resources of the various islands, and accounting for some of their peculiarities.

Volcanos and earthquakes have greatly modified some of the islands, and the work of the coral insect has changed the form of others and preserved them from complete submergence. These facts have a bearing on trade routes, harbors, and the location of markets.

Political Ownership

The islands of Oceania are apportioned among a number of leading nations. Great Britain is the largest owner, Holland next, United States third, followed by France, Germany, Spain, Portugal, and possibly others. The combined area of all the islands of Oceania is approximately 4,600,000 square miles, more than half of which area is included in Australia. Borneo and New Guinea are the second largest in size. Each is larger than the state of Texas. Following are the areas of some of the islands:

New Guinea	312,000 square miles
Borneo	282,000 square miles
Sumatra	161,600 square miles
New Zealand	104,000 square miles
Java	50,400 square miles

Much of Borneo and New Guinea is still in a savage state, but the former seems to be farther along the road to progress than the latter. A forestry department for Borneo has been organized and an American forester has been placed in charge.

The present inhabitants of Oceania are a mixture of nearly all the races in the world. The English, as far as Europeans are concerned, predominate on account of the large and almost pure English population of Australia. Americans are fairly numerous in the Philippines and the Hawaiian islands. Many Hollanders are found in the Dutch possessions. Chinese are pretty numerous on some of the islands south and southeast of Asia, where they are active and successful in trade. In that region they are sometimes called "the Anglo-Saxons of the East." They take no part in politics; do not interfere in affairs of government; and they attend strictly to business.

In many of the islands the aboriginal natives are in a majority; but they are a conglomerate mass, apparently derived from several sources, all of dark skin, and many quite low in the scale of civilization. Cannibalism is said not yet to be wholly stamped out in a few remote places, particularly in New Guinea. The most highly civilized of the native populations of Oceania are in Java.

In most of the islands the natives are disappearing before white men, in the same way that the Indians of the United States died out under the pressure of civilization. It is encouraging, however, to note that on some of the islands the natives have accepted civilization in whole or in part, and the indications are that they will hold their ground and become useful members of the great human family. These are some of the people whom Kipling spoke of as "half devil and half child." They were a part of the "white man's burden," which was assumed in Oceania, and it has been found that when the "half devil" has been gotten rid of, the "half child" develops quite satisfactorily.

The American lumber seller who seeks trade in the islands will find some markets in cities as highly civilized as London and Chicago; but he may likewise push his way into regions where development is just beginning, and primitive conditions prevail. It has been said that man's first requirement is food, and the next is shelter. The lumberman provides the shelter. As civilization works its way from island to island, the lumberman should follow; for the new settlers must have houses and fences.

The population of the principal islands and groups of islands of Oceania has been computed as follows:

Dutch East Indies	36,000,000
Philippines	7,635,000

Australia	4,479,000
New Zealand	900,000
New Guinea	805,000
Borneo	660,000
Hawaii	186,000
Solomon Islands	150,000
Fiji Islands	125,000
New Caledonia	82,000
Gilbert Islands	35,000
Tonga Islands	21,000
Marshall Islands	13,000
Society Islands	12,000
Guam	9,000
Total	51,112,000

Forest Resources

A wide field must be covered before the forest resources of the thousands of islands in the Pacific and Indian oceans can be adequately understood. It is not necessary to go very thoroughly into the matter at present. Reports from time to time on the Philippine forests have been published in American lumber trade papers, and those resources are fairly well known, or, at any rate, persons who are interested have the means of investigating. That part of the Pacific field will not be discussed here. The islands belong to the United States.

The largest land area is Australia. It is an interesting country from the standpoint of its timber. It possesses a larger number of kinds of trees than are found in the United States, but nearly half of all belong to two genera, acacia and eucalyptus. In the United States we have fifty-two kinds of oak, and we consider that quite an assortment for one genus; but Australia has three times that many species of eucalyptus. Some of these are enormous trees, with trunks said to exceed heights of 400 feet; but recent investigations have cast serious doubt on such claims. Nobody is able to tell where the trees of that size are to be found. There is no question that large eucalyptus trees grow in Australia, and some of them yield valuable timber for certain purposes, but as general lumber, eucalyptus has so many more faults than virtues that its usefulness is limited.

The number of species of acacias is twice that of eucalyptus. The acacia is a sort of locust tree. The Australian aggregation is a pretty bad lot. Half of the species are only shrubs and brambles that straggle over the hills, and are worthless even for firewood. A few of the better acacias are cut into lumber for local use.

Of the hundreds of Australian trees listed by botanists, scarcely a dozen kinds appear to be really valuable as a source of lumber, though, of course, some use is made of many more. Australia sent a timber exhibit to the Chicago World's Fair in 1893, and it is presumed that the best was included. Aside from the eucalyptus, mentioned above, the following woods appear to be the only ones of much value in that collection, which is still in Chicago.

Negrohead beech *(Fagus cunninghamii)* has a grain somewhat like mahogany, but more like primavera. The tree is a broadleaf evergreen of large size. Trunks are sometimes eight feet in diameter and 200 feet high. The wood is valuable for general carpentry, for doors, furniture, and machine cogs.

Bog onion or Australian rosewood *(Dysoxylum muelleri)* has a beautiful color, fine grain, and is hard and strong, but no account has been found of any use for it.

Red bean or Australian tulipwood *(Dysoxylum muelleri)* resembles mahogany, and is used for furniture and shipbuilding. Trees five feet in diameter and eighty feet high are reported.

Australian ash *(Flindersia australis)* is used in name only. It lacks the characteristic ash rings of growth. It is used as timbers in railway construction, and likewise as staves.

White beech *(Gmelina leichardtii)* is valuable for porch flooring and boat decks. The largest trees are four feet in diameter and 150 feet tall.

Australian pine *(Auracaria cunninghamii)* has a grain not unlike that of the Norway or red pine of the Lake States. Its chief use is as ship timber—planking, decks, and spars. When Douglas fir is exported to Australia it will probably find this pine a competitor. It is subject to quick decay.

Red cedar *(Cedrala australis)* is a cabinet wood which closely resembles the Spanish cedar of which cigar boxes are made in this country.

Cypress pine *(Callitris calcarata)* is much used for shipbuilding and other purposes. This wood is heavier than our white oak, is of a brown color, and splits so easily that small pieces can scarcely be nailed.

There are several so-called oaks in Australia, used for furniture and cooperage.

Tulip oak *(Heritiera littoralis)* is hard, tough as hickory, and has yellow, and is used for interior house finish.

Oldest of Earth

The lumber exporter who trades with Australia is dealing with an ancient problem. Geologically speaking, the forests of the vast island are the oldest in the world. They belong to an age long ago dead in other parts of the earth. Both plants and animals look strangely out of date. A superficial examination of the vegetation of Australia conveys the impression that it is meager. It is not inclined to be conspicuous. In most cases, it makes little show. The trees bear thin canopies of leaves, and the general habit is for the leaves to present their edges, instead of their broad sides, to the sky and earth, thus appearing smaller than they are. In fact, they are often hardly visible.

Notwithstanding their aspect of scantiness, there are 12,250 botanical forms in Australia, and 7,550 of them are found nowhere else in the world. There are 950 species of trees that attain a height of thirty feet. (The United States has 510.) Yet that enormous number provides comparatively little timber, because most of the trees are stunted, scrawny, and withered, starved for water, and scorched by wind. The vegetation seems to have survived from the Cretaceous age, that period of the past known as the "dry age of geology," a million or more years ago. Australia appears to have been cut off from the rest of the world during an immense period of time, and its plant and animal life stood still during all these ages. The Torres strait, separating Australia from New Guinea, is less than three hundred miles wide; yet the two shores of that strait look like parts of two different worlds.

It should not be assumed that all parts of Australia are ancient and fossilized. There are fertile valleys and progressive regions, where nature is not a stranger to luxury. Yet, there are vast deserts and semi deserts.

Other Islands

The forests of the other islands of Oceania vary with soil, climate, and latitude. The Malay islands contain 9,000 flowering plants, ranging in size from grass to trees. The timber resources of some of the islands are extensive. Exporters of lumber to those regions must meet competition, provided mills are in operation there. If not now in operation, they will be in the future, wherever situable timber grows. Many islands with hot, wet climates produce multitudes of vines and soft stems, but not so much valuable timber as a superficial survey might indicate.

Exports of Lumber

The principal exports of lumber from the United States to Oceania in 1913 were Douglas fir and California redwood; of the former 209,644,000 feet, and of the latter 47,368,000 feet, in a total of all kinds amounting to 269,506,000 feet. Details of these exports are shown as follows:

	Douglas fir	Redwood
Australia	187,550,000 ft	16,739,000 ft.
New Zealand	9,535,000 ft.	268,000 ft.
French Islands	5,904,000 ft.	308,000 ft.
British Islands	5,097,000 ft.	8,000 ft.
German Islands	1,566,000 ft.	45,000 ft.
Dutch Islands	2,000 ft.	.....
Total	209,644,000 ft.	47,368,000 ft.

The white pine exported from the United States to the eastern islands was principally what is known as California white pine. This is the western yellow pine, though it passes under another name. The figures for pine and oak follow:

	White pine	Oak.
Australia	1,469,000 ft.	1,606,000 ft.
New Zealand	110,000 ft.	274,000 ft.
French Islands	40,000 ft	5,000 ft
Total	1,619,000 ft.	1,885,000 ft.

Australia bought 6,260,000 feet of yellow pine and New Zealand 76,000. Australia took 494,000 feet of spruce and 861,000 feet of other lumber; French islands 104,000 of spruce and 19,000 of other; New Zealand 76,000 feet of other lumber.

Other Exports

The export of forest products other than lumber from the United

States to the islands of Oceania are considerable, with every prospect for more in the future. The following statistics show exports in 1913, all of the figures being in dollars:

[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	$239,700	$267,344	$1,299
[illegible]	68,070	10,559	26
[illegible]	1,150	101,002	
[illegible]	701	1,135	57
[illegible]	441		
[illegible]	18	23	

Considerably more than one million dollars' worth of agricultural implements go annually to Oceania. The principal items are hay rakes, mowers, reapers, planters, seeders, plows, cultivators, threshers, and various others. Australia took, in 1913, the value of $822,363, New Zealand, $294,787, the Dutch islands, $2,254, British islands $3,122, and French islands $80; total $1,122,606.

The exports of carriages and wagons from this country for the same year are here shown:

[illegible]	$10,980
[illegible]	7,405
[illegible]	5,080
[illegible]	4,097
[illegible]	2,747
[illegible]	973
Total	$31,281

In 1913 the United States exported to Oceania musical instruments to the value of $213,339, consisting of organs, pianos, player pianos, and piano players. The value of the organs was $87,427. Shipments went to the following destinations:

[illegible]	$190,897
[illegible]	12,486
French Islands	1,023
[illegible]	127
[illegible]	106
Total	$213,339

Shipments of musical instruments to Oceania compare favorably with those to other parts of the world. The largest sales in Oceania have heretofore been made by Germany.

Exports of cooperage and box shooks to the islands in 1913 were worth $107,355. Box shooks to Australia were valued at $7,959, and to the French islands $2,120. Australia bought $198 worth of barrel shooks, $1,347 of heading, and $27,521 of staves. New Zealand's purchases of staves were valued at $373. Other cooperage was exported as follows:

[illegible]	$70,636
New Zealand	7,444
French Islands	767
German Islands	200
[illegible]	6

Our exports of furniture totaled $454,663, of which all but about $12,000 worth was bought by Australia and New Zealand. The remainder went to the Dutch, French and German islands.

Australia and New Zealand last year purchased incubators and brooders from manufacturers in the United States to the value of $30,601.

Woodenware was exported as follows: Australia took $54,683, New Zealand $9,666, and all other British islands $110; total $64,459.

The following values represent the exports of doors, sash, and blinds from the United States to Oceania in 1913:

Australia	$14,892
French Islands	3,767
German Islands	2,560
New Zealand	2,365
British Islands	1,694
Total	$25,278

House trimming, interior finish, and stairwork were shipped to the value of $104,218, all of which went to Australia and New Zealand except the value of $890.

Miscellaneous commodities of wood were exported as follows last year:

[illegible]	$397,610
New Zealand	116,694
[illegible]	8,744
[illegible]	1,964
German Islands	1,622
Total	$526,634

Total Exports

By the addition of the foregoing items of export it may be shown that manufacturers of the United States, in 1913, shipped forest products to Oceania to the value of $7,683,898. That does not include shipments to the Philippines, Hawaii, and other islands in the Pacific ocean which belong to the United States. If figures were included for those islands, the total would be materially increased.

The exporters of American lumber and other forest products to the islands of the Pacific ocean have competition to meet from many quarters, but chiefly from the islands themselves. All of the inhabited lands possess forests of some kind, and this timber is employed for local purposes, and to that extent shuts out imports. Some timber is brought to the islands from Japan and the continent of Asia. The American exporter is able to secure and hold markets there only so far as he is able to meet competition. There is no open field, waiting for the first comer. The lumber trade with America has been built up slowly; but it is on a substantial basis with prospects of steady growth as population increases.

Long Distances

One of the important facts to consider in the trade between the United States and Oceania is the great distances which separate our ports from the markets which we are desirous of reaching. The routes are long. The nearest islands of Oceania lie nearly as far from our shores as Europe from America, and the remotest are nearly half way round the world. Fortunately, ocean transportation is cheap. The loading and unloading of vessels costs no more for a voyage of ten thousand miles than for a hundred miles.

Heretofore, practically all of the lumber which Americans have sent to Oceania has gone from our Pacific coast ports, and it has consisted largely of Douglas fir and redwood. These are soft woods, of a class with which Oceania is not well supplied by its own forests.

Hardwood lumber from the United States has never gained any foothold on those islands. In the first place, they have much hard wood of their own, and in the second place, the hardwoods of the United States grow east of the Rocky Mountains and it has been expensive to send them to the markets of Oceania, because it was necessary first to ship them by rail to the Pacific coast before placing them on board of vessels for the long ocean voyage.

That handicap on our hardwoods has now been in part removed by the opening of the Panama Canal. Cargoes from the Atlantic and Gulf ports can go unbroken from origin to destination. It remains to be seen what effect this will have on hardwood lumber exports from this country to Pacific islands. It is doubtful if much more hardwood rough lumber will go than heretofore, but there ought to be a large increase in manufactured products. It should be possible to build up trade in hardwood flooring, furniture, fixtures, interior finish, musical instruments, woodenware, cooperage, and vehicles. A good start has already been made in all of these lines. As the population of the islands increases, our exports of manufactured forest products ought to grow. The hardwood manufacturer's opportunity lies in that direction. The Pacific coast softwoods will probably continue to go in the rough form about as heretofore, except that gradual increase of business should take place.

Prospective Trade

The total land area of Oceania is more than a million square miles greater than that of the United States, and its population about half as large. More than half of the population of all Oceania is in the single island of Java, which is about as large as Alabama. Its population exceeds that of Australia nearly six fold, although Australia is fifty times as large.

The case of Java is cited as an example of the enormous population which some parts of Oceania are capable of sustaining when fully developed. Even Java is only one-fourth under cultivation; but it has long been at peace, and the people are industrious. They sell $56,000,000 worth of sugar a year, besides many other things which the land produces. Other islands, as fertile as Java, are just emerging from savagery, notably Sumatra, Borneo, New Guinea, the Fijis,

the Celebes, and many more. They have little to sell as yet, consequently are not in the market for our lumber, furniture and other similar products; but the markets in those enormously fertile islands are beginning to open. Civilization is taking hold. The natives are either going to work or they are disappearing and progressive populations are taking their place.

They will buy from us as soon as they have anything with which to buy, provided we offer them what they want, and on terms which they can meet. They will want structural timber, building lumber, and all kinds of manufactured forest products. While our exports are holding to the trade which they already have in that field, they should push for more. The opportunities are increasing and will continue to increase. A firm foothold obtained at the start is half the battle. No business rivals have advantages to compare with those of America, so far as the manufacture of forest products are concerned; and along some lines, we possess great advantages over all others in supplying building lumber and structural timber of the best grades and largest sizes.

Electricity in the Sawmill

Electric transmission in the modern hardwood sawmill should save power. This, however, is only part of the saving: It saves space. It lessens danger by eliminating the entangling lines of shafting, gear and belts, and it makes it easy to set the machinery wherever it will serve its purpose best. It should also help reduce the upkeep cost by eliminating the great network of shafting and belts. It used to be that the item of cost of installation stood conspicuously in the way of the use of electric transmission in the sawmill. We have reached the point now where this item of cost does not look so big when weighed against the cost of shafting, belting and gears. Leather has become so high that a big leather belt for a drive makes a weighty item in cost itself. Then comes the installation of framing, bridge trees and journal boxes until the electric equipment does not loom up big as a cost proposition like it seemed to at one time.

One of the advantages of electric transmission that is readily appreciated by any one responsible for the upkeep of the sawmill equipment is in the elimination of heavy gears involved in right angle drives and in dispensing with complicated belts. Electric transmission does not necessarily eliminate belting entirely, but it does simplify the problem and it eliminates that dangerous entangling network of these things. It simplifies the problem of maintenance as well as that of setting the machinery where it will do the most good.

There is plenty of argument in favor of electric transmission inside the sawmill proper, for the machinery equipment ordinarily used there, including edgers, trimmers, etc. When it comes to additions to dimension stock plants, planing mill equipment and other special equipment that should long since have been made a stronger feature of every hardwood sawmill of any magnitude, electric transmission is practically the only correct answer. Before the advent of electric transmission it was necessary to extend long lines of shafting and belts, and attach other equipment on the side as an addition to the sawmill plant, or else it was required to erect an entirely new power plant at one side.

With electric transmission one can from one central plant distribute current for driving equipment at any distance. This makes it easy to put the necessary distance between the plants to reduce the fire hazard and the insurance cost.

Among some of the big yellow pine mills in the South, electric transmission has resulted in the equipping of a separate central power plant apart from all the mill buildings proper. There all fuel can be concentrated and all power produced that is needed in any of the surrounding buildings.

The hardwood sawmills may never find it advisable to go to the elaborate extremes in distributing and equipping plants that has been indulged in by the pine mills, but there is certainly room for great improvement in the efficiency and economy of hardwood sawmilling, through the use of electric motors and electric transmission.

There has not been a better time for a general overhauling of sawmill equipment than right now. It is while business is slow that the forehanded man prepares for the busy times to come and studies and plans for improvements that will make for a higher order of efficiency. There is perhaps no line of improvement which offers greater possibilities than electric transmission. It is unnecessary to go into any elaborate technical details or figures of comparison here. All the data one may require in that line can be obtained readily from the electrical machinery people, who have made an extensive study of the subject and are prepared at all times to furnish figures and technical information.

The important thing for the sawmill man seeking improved ways and greater efficiency is to take hold of the subject, get in touch with the people who supply this equipment and find out for himself what possibilities it holds. Incidentally it may be mentioned that one of the things the average millman will find out is that when he once takes up electric transmission he will stick to it, and he will find it so much easier to install and operate machinery for making dimension stock and other special items that he will be encouraged to do more of this and to utilize his timber to better advantage.

A New Substitution

A correspondent of an English trade paper advocates the substitution of mahogany gunstocks for black walnut, on the ground that the former is cheaper and is as good. At present the gunstock problem is pretty serious in England, and the correspondent criticizes the government for sticking to walnut merely because it has long been the custom to equip guns with walnut stocks.

The fact is, the employment of walnut is not a matter of fashion but is due to qualities which make it extremely serviceable. Mahogany is an excellent wood, and probably its principal drawback when made into gunstocks is its weight and low elasticity. It is about seven pounds per cubic foot heavier than black walnut; but to compensate for excessive weight, it is about forty per cent stronger than walnut. Taking advantage of its greater strength, smaller stocks might be made to answer, and by doing this, a mahogany gunstock should be no heavier than one of walnut.

Weight and strength are only two of the factors entering into the gunstock question. The principal one is the elasticity of the wood, and it is here that, weight for weight, black walnut is unquestionably superior to mahogany. Elasticity is important in taking up the jolt caused by the discharge of the gun, and it saves the soldier's shoulder. That may not be of as great importance with the modern military rifle as with the old fashioned musket whose "kick" was stunning; but the recoil of the modern rifle needs an elastic stock to take up the shock. Mahogany will do it fairly well, but not well enough to justify its substitution for walnut. Weight for weight, the elasticity of black walnut is twenty-five per cent greater than that of American mahogany. It is probable that some of the African mahoganies would make a different showing. Some of them, particularly okume mahogany, are much lighter than black walnut, but figures to show their elasticity are not available.

The claim that Cuban or Santo Domingo mahogany is cheaper in the English market than American black walnut is surprising. It is generally supposed that walnut is from twenty to fifty dollars cheaper per thousand feet.

Aside from elasticity and weight, the comparison of walnut and mahogany does not show great differences in the qualities required in gunstock material. Both are of dark color and are not easily stained. They are not inclined to warp, check, shrink, or swell when they have been well seasoned. They take high polish and are handsome.

The Lumbermen's Round Table

Honesty the Best Policy

Somewhere back in the dim and distant past, you probably remember writing in your copy book these historic words: "Honesty is the best policy."

Since then you may have had experiences in the hardwood lumber business that seemed to suggest that the copy-book man was all wrong, and that in order to succeed, it was necessary to depart a little now and then from the straight and narrow path. The reasons were as numerous as the methods were devious: competition, the requirements of the customer, the necessities of the business, et cetera, et cetera.

A group of hardwood jobbers sitting around a dinner table not long ago, got to talking business, and this subject came up. It is significant of changes in sentiment and of changes in conditions under which the hardwood trade is carried on to know that every one present agreed that the day when manipulating grades would pay has long gone by, and the customer can now gamble on getting what he asks for.

Ethics—or Plain Business?

There was nothing in the decision referred to above to suggest that these lumbermen regarded the old-time method as a relic of the stone age of business because they had adopted a system of morality above that of the hardwood men of another day and generation; but the agreement that it is now the best policy to tote fair with the customer in every respect was due simply and solely to the fact that lumbermen have found that it pays.

The man who is manipulating the grade may think that he is making a lot of money on a shipment; but by the time that he figures it all up; by the time he adjusts any complaint that may be made; by the time that he considers the loss of good-will which will accompany possible dissatisfaction with the lumber, he will find, if he is honest with himself, that he has not made any more than he would have done if he had given the customer all that he expected to get.

It simply doesn't pay to do business on any basis which does not take into account the ultimate satisfaction of the customer. Retail merchants learned that sooner than manufacturers and wholesalers did—but the latter, even in the lumber business, are finding it out rapidly.

Permanent Trade Counts

After all, what are you working for?

Is it one order from a customer—or that customer's regular business?

Isn't it true that you make more money on the business of the concern which you get without hard solicitation, and retain on the basis of giving full value and service and satisfaction all along the line, than on the trade of the consumer who buys one car, feels that he hasn't got what was coming to him, and passes you up next time?

The former method makes for permanence in business, for good-will, for low selling expenses, because, as has been remarked so often that a great many people in the lumber business are beginning to believe it, a satisfied customer is the best advertisement. The other system results in having to keep on an eternal hop, skip and jump for new connections; and making new connections all the time costs a lot of money. A plan of that kind means that the sale has got to be on a wide margin to enable the seller to do business, because he can't count on a repeat order to lower the expense of getting trade. After all, it's an expensive way to carry on a business, because it makes previous experience of little or no value. It throws away the information about credits and special factory requirements and everything else learned in dealing with a customer for the doubtful advantage of going on to somebody else who is expected to play the part of the honeysuckle opposite the lumberman's bee.

Getting Regular Trade

A leading hardwood man acknowledged not long ago that he had only one customer who gave him all his business without questioning even the price.

"And you can bet he doesn't lose anything by it," he continued. "He has been sending me his orders right along without asking what I was going to charge him, and whenever the market changes in his favor, I invariably give him the benefit of it. Not long ago I advised him that his poplar would cost him $3 a thousand less than before, and I have made reductions in plain oak as conditions warranted. He gets full grade and the best lumber I have in stock on every item. He has shown his confidence in me, and I am showing him that I deserve it.

"The average customer suspects you of trying to hold him up, and gets quotations from all over the country before he gives you the business. Then he examines every board with a microscope to make sure that he is getting all that is coming to him. He is taking the attitude that you are guilty until proven innocent, and in a case of that sort there isn't much inducement to go out of your way to give him extra measure, because he wouldn't appreciate it. But when I have a customer like the one I spoke of, he gets 100 cent's worth of lumber for every dollar he pays me, and it's a connection that is profitable to both of us."

There's a suggestion here for lumbermen and lumber consumers alike to consider.

Buying Logs for Profit

An experienced log buyer pointed out recently the weakness of the work of the average timberman sent out by the hardwood manufacturer.

"Most log men," he explained, "go out into the country thinking chiefly of how much they can pay for logs. In other words, they are unconsciously taking the position of the man with logs to sell, instead of the correct attitude of the buyer, which should be to get the logs for as little as necessary. Competition, of course, is responsible for that, but it means that the log buyer is not studying the interests of his employer as closely as he should. Instead of trying to insure a profit on every bunch of logs he buys, he seems to have an idea that the main object is to get the logs. That is one of the things he must do, of course, because it's his job to supply the mill with material; but he should remember that if he went high enough in his prices, he would soon bankrupt the lumber company. Instead of thinking constantly about how high he may go, he should devote some of his attention to the proposition of how low he can buy the logs.

"Quick purchases make for high prices. The man who tries to see the owner of timber, look at the trees or logs, and close a deal in an hour or two, is sure to pay more than he could get them for otherwise. The farmer is a canny sort, and he is going to quote the top price first, and attempt to play one buyer against the other. Holding off a little and showing a disposition to wait him out will very frequently bring down the price to a reasonable figure."

In view of the fact that the log price is the basis from which the sawmill man must start, and is certainly easier to control than the selling price, it looks as if the suggestions made above are worth pondering over, and worth having the log buyer ponder over as well. Maybe it wouldn't hurt to have him pray over it a little.

Business Credit

Apropos of the remarks in this department of HARDWOOD RECORD for November 10, on the subject of broken contracts, unearned discounts, etc., the following from the current issue of the Efficiency Magazine is of interest:

"In the business world, a man who breaks a contract is called dishonest.

"Men do business with scraps of paper; they pledge their honor, faith and fortunes.

"Business men cannot say, 'Oh, yes, I broke my contract with you,' 'I changed my mind,' 'I found it was to my advantage to make other arrangements.'

"A breach of contract entails penalties by destroying confidence, and a business man lacking the confidence of his fellows has no business credit."

The Disappearing Chestnut

Previous to the discovery of the deadly nature of the chestnut tree bark disease, the lumberman and the forester looked with favor upon the chestnut tree. The lumberman regarded the chestnut as a valuable timber tree—not so valuable as the yellow poplar or some of the oaks, certainly not in the class with cherry and walnut, but a good standby because of its abundance and its many uses. In the woodlot the chestnut was regarded by the farmer with favor and in many sections it was the standard wood for farm uses. The forester considered the chestnut among the most desirable of hardwood trees because of its rapid growth, and the ease with which it could be reproduced. All that was necessary was to cut it in fall or winter with low clean stumps, and if the trees were not too old an abundant crop of sprouts would rapidly grow up to take their places.

Now that the ravages of the bark disease in the North and those of fire and insects in the South have destroyed so much valuable chestnut growth the lumberman, the forester, the farmer, indeed all thoughtful people are continually inquiring: "Is the chestnut tree doomed? Is this tree, so valuable and familiar, going to become extinct or so rare as to be interesting rather than valuable?"

YOUNG CHESTNUT SPROUTS KILLED BY THE CHESTNUT BLIGHT

Of course time alone can finally answer this question, but a careful sifting of the evidence may give us an idea of what the answer will be.

When the grave nature of the blight was realized strong efforts were made to control it. The federal government and several of the states spent large sums of money in the attempt. The federal government twice appropriated $80,000 to be used solely to study the problem, while the state of Pennsylvania at one time appropriated over a quarter million of dollars to try to suppress it in that state. These efforts have been largely in vain as far as actually checking the disease is concerned. Large scale attempts to control it have now largely been abandoned, and the chestnut has been left to its fate.

It seems, however, that individual shade and ornamental trees may here and there be saved by continued spraying if they have not already been attacked, and that it may be possible to save chestnut orchards in the same way. Small outbreaks of the blight where only a few trees are attacked on a small area far ahead of the main advance of the disease may be eradicated by destroying the diseased trees, as has been done in North Carolina as mentioned below, but even this will not save them in the long run if the main advance of the disease finally comes that way, for when it has obtained a firm foothold in a section there has so far been discovered no way of stopping it, short of destroying all the chestnut trees.

In Pennsylvania attempts are now being made simply to utilize the chestnut timber before it is entirely destroyed. In New England the forester has already crossed the chestnut off the list of desirable trees and is removing it from the forest as rapidly as possible, meanwhile discussing the merits of other trees to be encouraged to take its place.

In the South the situation as regards the blight is not yet so desperate. Its "farthest south" is, so far as is known, in central North Carolina, where in the spring of 1913 a small outbreak was discovered which has since been eradicated by destroying the diseased trees. In Virginia the blight is scattered here and there over the state, but has by no means done the damage which it has further north, due, perhaps to the fight made against it by the state authorities, perhaps to natural conditions. It is thought, however, to be slowly gaining ground there as elsewhere.

In any event the southward progress of the blight fortunately has been much slower than its northward. There is a theory that this is due to the increased percentage of tannin in the southern trees, but it is not definitely proven. Some think that this will cause the disease to become continually less virulent as it advances southward and that it will not invade the splendid hardwood forests of the southern mountains, or at least that its progress there will be much slower and less destructive.

However, the chestnut in the South has other enemies which are destroying it as surely if not as rapidly as the blight itself. Every lumberman in the South is familiar with their work, although he usually confuses it with that of the blight. These enemies have been jointly responsible for the destruction of millions of feet of the finest chestnut timber, and have totally or practically exterminated the tree over wide stretches of country where formerly it was common.

At the beginning of the nineteenth century chestnut was found as far south as Florida and Louisiana and very likely grew along the shores of the Gulf of Mexico.

Recently the writer found a few straggling and dying chestnut trees in southern Mississippi close to the Louisiana state line, in a region far southwest of any recent reports of its occurrence. Survey notes of an old government survey of the region made about the time of the War of 1812 mention corners witnessed by blazes on chestnut trees. In retracing these old surveys recently we could locate the original corners, but no trace of the chestnut trees remained. The old inhabitants said that in their youth there were many dead chestnut trees scattered throughout the woods, thus proving that at one time the tree was not rare in a region where in recent years it has been so rare as to escape notice.

On the Atlantic seaboard chestnut was found as far east as the coastal plain of the Carolinas, and possibly at no very remote time grew along the shores of the sounds and lagoons which form their inner coast.

On the west, too, the range of the chestnut seems to have once been much wider than at present. There is reason for thinking that it once grew west of the Mississippi in the Ozark mountains of Arkansas, although today it occurs only east of the great river.

Even before the Civil war it was noticed that in certain sections of the South the chestnuts were mysteriously dying off. At first the leaves of a few trees would turn yellow in midsummer and soon fall off. The next year those trees would not put out. In a few years a whole

group or hillside would die off in this way, leaving the trunks standing gaunt and lifeless throughout the woods. What few trees managed to escape this first visitation generally succumbed sooner or later, although many years might pass between the death of the main body of timber and the killing of the last straggling trees.

This destruction has now gone on so far that in the South outside of the Appalachian mountains, the chestnut is a rare tree and of no importance to the lumberman. Even in the mountains themselves there are many places where it is now rapidly disappearing. The writer has recently seen thousands of acres along the eastern slopes of the Blue Ridge where this condition is very painfully evident.

The writers who first reported this strange dying off attributed it to various causes such as "worms," root rots or fire. Even today we are still far from certain as to its underlying causes. Whatever they may be the immediate causes are two, possibly three: fire and insects, and possibly fungous diseases.

Ever since the time of the Indians there have been forest fires, but they were then generally so infrequent as to do little harm. With the coming of the white man they became more numerous and severe. The early settlers burned the woods to help clear the land for farms and later under the fancied idea that it improved the grazing. The practice of burning over the woods every year still survives in many portions of the South and is responsible for the destruction of millions of feet of mature timber and young growth.

The chestnut has been the worst sufferer. Other trees have a thicker bark which helps to protect them from the heat of the fire or grow in localities too damp for fires easily to burn. So despite its great sprouting power the chestnut is constantly giving way before these fires. Not only does the fire destroy the trees, it burns up the seeds and so prevents others from growing up to take their places.

A great portion of the chestnut trees are not directly killed by fire but are so weakened that they form attractive breeding places for hosts of insects which sooner or later kill them. Some of these insects also attack and kill sound, healthy trees. The best known and most deadly is the so-called two-lined chestnut borer. This insect is a medium sized beetle and has two light colored stripes down its back. The larva is a long thin whitish "worm" or grub, which bores between the wood and the bark of the living trees. Since a great many generally attack the same tree they soon girdle and kill it. Trees found dying in midsummer such as mentioned above are almost always found to be attacked by this insect.

Some experts have come to the conclusion that this insect together with fire is the chief cause of the death of the chestnut in the South. Others think that climatic changes or perhaps changes in soil conditions have weakened the chestnut to such a degree that fire and insects have been able to get the upper hand. Recently it has been claimed by some that a root rot caused by a fungous disease is chiefly responsible. But as yet no one has said the last word on the subject.

Regardless of the causes there is no way of escaping the fact that in the North most people have given up hope of saving the chestnut; and in the South it has died off over large sections and is now disappearing in the choice hardwood forests of the southern Appalachians, where the tree is at its best and is the most numerous and important in the forest. At the present rate of cutting the supply of virgin chestnut in that region will be exhausted in a generation or less. It certainly looks as if we shall have to find some other wood to take its place when the present crop is exhausted. This is more certain to be the case if the blight does invade the South as it has done the North and East.

We need not, however, fear that the chestnut will become extinct in our own time. But from all evidence it looks very much as if the combination of blight, insects, fires and overcutting would make the chestnut a rare and unimportant tree within a relatively few years—although the suppression of forest fires and the exercise of greater care for the future of the forest in lumbering would undoubtedly increase the number of those years.

How is the destruction of the chestnut going to affect the lumberman? The first effect will be that they will more and more be called upon to dispose of large quantities of chestnut at once to prevent its total loss when the blight or the insects begin to play sudden havoc with their choice holdings in the southern mountains. It is possible that such a situation might overstock the markets. If this contingency should threaten, it could best be avoided by action on the part of lumbermen's associations to boom chestnut, much as cypress and white pine have been boomed.

This would involve finding new uses for the wood, but from experiments which have been made in Pennsylvania and elsewhere where the blight has left much dead timber to be disposed of, it looks as if these would be minor ones.

After the boom caused by the necessity of cutting the chestnut to prevent its loss is passed there will come a scarcity of the wood. How will it be overcome?

The chief use of chestnut lumber today is in the furniture manufacturing industry, where it is used chiefly as core stock for veneer work. The furniture factories at High Point, North Carolina, and at other places in the Piedmont region of that state use millions of feet annually. The worm holes which are so prevalent in all but a small portion of the timber are an advantage in veneer work since they hold the glue used to fasten the veneer to the core.

With the exhaustion of the mature chestnut in the South, the furniture manufacturers will have exhausted the last virgin timber of the species, and will face the problem of finding a substitute. Such second growth as may be available will not be as desirable as that from the original growth, since it will be in smaller dimensions and will lack the worm holes. What woods will be used as substitutes remains to be seen. The coffin manufacturer will be called upon to solve much the same problem.

Another large use for chestnut is in the manufacture of tannic acid. There are a large number of plants scattered through the mountains of the South, which are devoted to this industry. They will not feel the pinch for material nearly so soon as the furniture men, since there is at present an enormous supply of low-grade timber too poor for lumber but suitable for acid manufacture. Moreover, dead wood yields as much or more tannin than live and is easier to handle; indeed some manufacturers prefer it. One or two plants in North Carolina are being run largely on dead wood, killed by the attacks of the two-lined borer. This industry could probably exist almost on its present scale for several years after the death of the major portion of the chestnut, by using only the dead trees and the young sprouts.

The telephone and telegraph companies will have to find substitutes for chestnut poles now so largely used in the East and South. There are other woods which make good poles, but none so abundant and cheap, particularly for medium sized poles. It is the writer's opinion, that the problem will be solved, partly by the use of western woods, partly by the substitution of other eastern woods, both of which classes will be more and more subjected to preservative processes before being set, and partly by the use of steel poles of the hollow cylinder or of the lattice variety, such as are now used on trolley lines in cities or on high tension electric transmission lines elsewhere.

In parts of the East chestnut has long been an important tie wood, but the use of inferior woods which have been treated with preservatives will probably make up for the loss of chestnut.

We shall probably be obliged to depend on orchard-grown trees for our nuts. Perhaps these trees will be hybrids obtained by crossing the native chestnut with some of its more blight-resistant foreign relatives.

L. P. B.

Because of drouth conditions there is considerable fire danger in the forests of the East this fall.

Pennsylvania and New Jersey lead all other states in the quantity of wood used for making tobacco pipes, and utilize apple wood, French brier, ebony, birch, red gum, and olive wood.

William Penn, in his Charter of Rights, provided that for every five acres of forest cleared one acre should be left in woods. Foresters today maintain that on an average one-fifth of every farm should be in timber.

Pertinent Legal Findings

Right of Innocent Purchaser of Lumber

Plaintiff sold a carload of lumber to the Alexander Page Company under an agreement that ninety per cent of the price should be paid in cash on presentation of invoice and bill of lading. Plaintiff shipped the lumber under a bill of lading which named the Page company as both shipper and consignee, but when the invoice and bill of lading were presented to that company a representative asked permission to hold the invoice and bill of lading while the invoice should be checked. A few hours later the company transferred the bill of lading to the Pioneer Lumber Company, which is found to have paid full value for the lumber and to have acted innocently, and the Page company refused to make any payment to plaintiff. Held, that title to the lumber had not passed to the Page company, since the sale was made subject to a cash payment, which was not made and was not waived by plaintiff, and therefore the Page company passed no title to the Pioneer company, and plaintiff is entitled to recover possession of the shipment. "The general rule is that, where goods are sold upon condition that the price therefor shall be paid upon receipt of an invoice of the goods, the sale is for cash, and the title remains in the seller until the goods are paid for. This is true, although the goods have been delivered to the consignee and sold by it to a bona fide purchaser without notice. * * * The fact that the Page Lumber Company was named in the bill of lading as both consignor and consignee does not change the rule."

Responsibility for Injury to Employe

In a suit against a lumber company for injury to an employe, caused by logs rolling down a hillside when released by burning of supporting props for which the employer was not responsible, recovery was denied on the ground that the fire was the direct cause of the accident, within the rule that an employer is liable for injuries to his workmen only when the same is caused directly by some negligent act on his part. (Oregon supreme court, Chambers vs. Everding & Farrell, 143 Pacific Reporter 616.)

Effect of Timber Deed

A conveyance of all timber standing on land, including trees of a certain diameter and those which attain that size within ten years, gives the purchaser a *present* interest in all such trees, although enjoyment of the right to cut the latter class is postponed until they attain the required diameter. (North Carolina supreme court, Kinston Manufacturing Company vs. Thomas, 83 Southeastern Reporter 174.)

Damages for Delaying Delivery of Lumber

When a lumber company has contracted to deliver a given quantity of material for use by a contractor in the construction of a certain structure, and has failed to make delivery within the stipulated time, the company being advised as to the purpose for which the material was to be used, the contractor is not prevented from recovering damages sustained through increased cost of performing the work resulting from a delay in delivery of the material, although the contract for sale of the lumber, etc., may have contained a clause to the effect that, on the seller failing to make delivery within the agreed time, he would pay to the contractor "an amount equal to the losses sustained by the contractor, as liquidated damages," and the only liability the contractor incurred to the owner of the structure under the construction contract was a daily penalty for failure to complete the work by a certain time. (Georgia supreme court, J. H. McKenzie's Sons & Co. vs. Consolidated Lumber Company, 82 Southeastern Reporter 1062.)

"Lumber" and "Timber" Distinguished.—Trade Customs

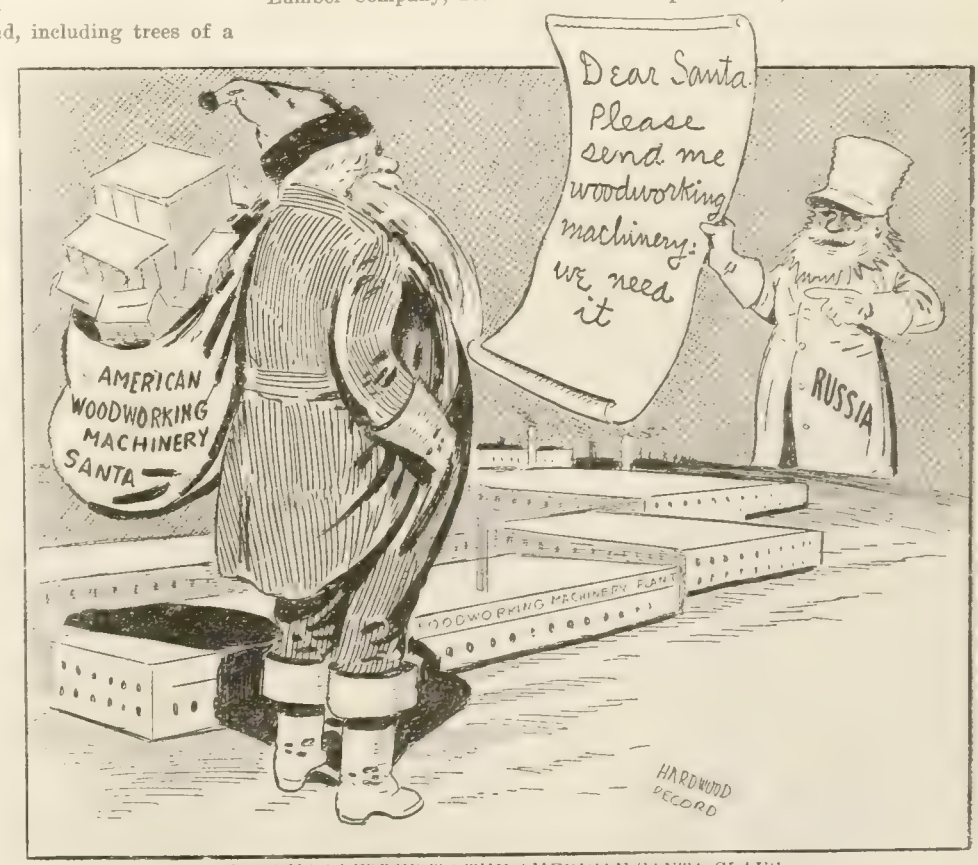
The word "timber" has an enlarged or restricted sense, according to the connection in which it is employed. It may refer to standing trees or to stems or trunks of trees cut and shaped for use in the erection of buildings or other structures, and not manufactured into lumber within the ordinary meaning of the word "lumber." It does not ordinarily refer to the articles manufactured therefrom, such as shingles, laths, fence rails, or railroad ties. "Lumber" is timber sawed or split for use in building; that is, the manufactured product of logs. Slabs are not included within a statute giving a lien on "lumber and timber" for services in cutting logs. A contract to manufacture timber into lumber may be controlled by a trade custom as to the method of measurement, where no specific method is fixed by the contract. (North Carolina supreme court, McKinney vs. Matthews, 82 Southeastern Reporter 1036.)

Assumption of Risk by Lumberman

A man who is experienced in handling logs in a river assumes the risk of being drowned through overturning of a log upon which he stands in the performance of his duties; that is not a danger against which he is entitled to warning by his employer. (Kentucky court of appeals, Logan's Administrator vs. Sherrill-King Mill & Lumber Company, 169 Southwestern Reporter 707.)

Damages for Delaying Delivery of Machinery

When a machine is sold for use in a lumber manufacturing plant under a contract requiring delivery on a certain day, and the seller is informed at the time of the making of the contract that the buyer would suffer loss of profits in being prevented from operating his plant, the seller is liable for all loss of such profits which is directly attributable to failure to make the delivery within the required time. (Kentucky court of appeals, Fairbanks, Morse & Co. vs. Carson-Muse Lumber Company, 169 Southwestern Reporter 731.)



CHRISTMAS LETTER TO THE AMERICAN SANTA CLAUS

Implement Dimension Stock

Next to certain items in box factory stock, vehicle and implement dimension stock was the first thing on the lumber list to be enlivened as a direct result of the war in Europe. This was the result of an active demand from abroad for implement stock and also for wagons and trucks in this country.

Those who were prepared to furnish on short notice specific dimensions in implement stock are benefited most from this call, and the indications are that it will be a good winter in practically the full line of vehicle stock. Perhaps an exception should be made of the dimension stock used by the makers of harvesters and other purely agricultural machinery. This trade is suffering considerably because of the war, especially in the export branch. Some of the makers of plows and planters for the cotton section find business slow, so naturally there will not be very great activity in this division until the situation has cleared up and trade is resumed again in a normal way. With this exception, however, the wood stock trade has shown signs of considerable revival and part of it has come directly through the placing of extensive orders by warring nations. This includes orders for everything from spokes to tongues.

The demand for specific dimensions in wood stock is suggestive of possibilities in the way of more attention on the part of millmen to the making of dimension stock. It is a reminder that for several years some of the millmen, who in times gone by have made a feature of dimension stock, have been drifting away from it and cutting their logs into planks and flitches and selling it in this form instead of in the form of specific dimensions.

This cutting planks and flitches simplifies the millwork and also makes it practical to increase the capacity, to put more logs through the mill in a given period of time. This is perhaps one reason why the millmen have followed that course. On the other hand, that is one of the things which helped to accumulate a surplus in many hardwood lines. If the mills, instead of running full capacity and making planks and flitches, had taken more time and converted their vehicle wood into specific dimensions, there would have been less surplus accumulation and they would have been in better shape to supply the present demand for vehicle stock.

The present situation in the vehicle wood trade is a strong argument for specific dimensions, for the millman to get busy on the subject of standardizing and cutting to specific size as much as possible. There has never been a time in the history of the industry when there was more active inquiry for specific dimensions all the way from stock to make small handles and spokes up to the heavier material for wagons and trucks. This call indicates a willingness on the part of the consuming trade to buy in specific dimensions rather than to buy lumber from which to cut the dimension stock. With a fair share of the consuming trade taking this attitude it should be a comparatively easy matter for the manufacturers and consumers to get together and do more standardizing and listing of the various specific sizes.

There are two splendid arguments in favor of the dimension stock idea. One of these is that it makes for economy in timber, for closer utilization at the mill and for using up the timber to the best advantage in every way. The other argument, and one that should appeal strongly right now, is that it gives the sawmill more work to do in converting the same quantity of timber. That is what sawmills have needed so far this winter more than anything else—more work to do. Many have had to close down and let their employees shift for themselves, and when it comes time to start up again may find it difficult to round up a satisfactory crew. Anyway if the crew is strange and new to the work there will not be the same order of efficiency obtained from an experienced crew at work continuously.

The cutting of dimension stock, while it calls for additional equipment at times, may be affected in a sort of compromise way. The sawmill can be used for doing part of the work, and by making some additions in the way of rip saws and cross-cuts it should be practical to keep mills moving along cutting less timber and yet turning out more value in proportion in the finished stock.

After reviewing the situation all around one feels like urging upon the hardwood sawmill men earnest consideration of the dimension stock business, not only the vehicle dimension stock, but all the possibilities in the dimension stock line which give promise of more work and better returns from the same amount of timber.

Lumber Business in Hawaii

A report on the lumber business of the Hawaiian islands, by Franklin H. Smith, has been published by the Bureau of Foreign and Domestic Commerce at Washington. Those islands deal principally with the Pacific states and procure most of their lumber and other forest products from California, Oregon and Washington. Some trade is carried on with the eastern half of the United States, but hardwoods make a rather poor showing in the export business from this country to those islands. A summary of those portions of the report which are of general interest, particularly to the hardwood trade, indicate that there is room for further development.

For the year ending June 30, 1914, the value of forest products imported was $1,383,322. This amount is smaller than for any one of the four preceding years. The shipments from the United States represent almost the total imports of lumber into Hawaii. The exceptions are the few dollars worth of reeds, rattans and bamboos imported by the Chinese particularly, and a negligible amount of staves used by the Japanese for containers for salted fish, rice, and native drinks.

Only one sawmill is in operation in the islands. The mill is that of the Hawaii Hardwood Company, at Pahoa, on the island of Hawaii. Here is cut a limited quantity of ohia, a dense hardwood, which is manufactured into railroad ties, vehicle stock, flooring, paving block, and lumber that is principally used for interior finishing purposes. The anomaly is presented of this mill's product in the shape of ties being shipped to the mainland for the Santa Fe Railway Company, while the Hilo Railroad Company, over which road the ties are hauled from Pahoa to Hilo for shipment, imports redwood ties from California for its own line. Ohia flooring is quoted in Honolulu at $80 per thousand feet board measure for ⅜-inch by 2¼-inch face, while 1″ x 4″ stock in lumber brings $75 and 1″ x 10″ and 12″ as high as $85 per thousand feet.

One other species which is cut in limited quantities and which in a measure may be said to compete with lumber from the mainland is koa, another dense hardwood, occasionally referred to as Hawaiian mahogany. This is an acacia, found chiefly on Hawaii and Maui. Natives cut the timber and find a market for the logs and gnarled pieces. It is manufactured principally into furniture and takes a beautiful polish. It is also made into many small articles which are sold as souvenirs.

Wood has been found the most desirable building material on the islands, though others are used. Many of the large sugar plantations import lumber direct, without giving the orders to middlemen.

Hardwoods are used only to a limited extent. Only three species are imported—oak, ash and hickory. In lumber the grade bought is No. 1 common. Since the hardwoods are desired almost exclusively for the building of new or repairs to old vehicles, dimension stock is largely specified. Probably not more than fifteen cars a year find a market in the islands. The lumber is sometimes shipped from the assembling points east of the Missouri river to San Francisco, but more often it is bought in the eastern markets and shipped from New York or Philadelphia by steamer in parcel lots. It retails at from $85 to $100 per thousand feet in Honolulu.

No industries of any size exist in the islands that use lumber exclusively as a raw material. Numerous small furniture-making shops are to be found in the cities and larger towns, most of which are conducted by aliens, for which lumber is bought locally and in decidedly small lots. Into this class of manufacturing goes a quantity of ohia, the native wood, as well as some koa.

Proposed National Forest Changes

David F. Houston, secretary of Agriculture, in his report for the fiscal year ended June 30, 1914, recommends a change in the methods of administering the national forests in undeveloped sections, so that they will yield at once revenue that can be applied to local development which will further assist communities and aid in the settlement of the territory. Under this plan the department, instead of waiting until timber is actually sold before the unsettled counties gain any revenue from this form of the public domain, will, if Congress grants the necessary authority, underwrite its proportion of expenditure for local improvement, especially for road construction, and charge this against the counties' shares of timber sales when the timber is opened for commercial cutting.

In regions where timber is the chief income-producing resource absence of demand for it often works a serious hardship upon those who have entered the region as the advance guard of civilization and are seeking, in the face of many difficulties, to establish homes. There are counties in which a sparse local population of pioneer settlers find themselves surrounded by a wilderness largely consisting of national forest land, which is almost idle so far as any form of present use is concerned. In other words, a great, if not the greatest of the potential sources of wealth in such counties, held in trust by the government for the benefit of the public, not merely contributes nothing now to the upbuilding of the communities which will give value to the forests, but actually adds to the burden which these communities must assume. That it should be made to serve the local as well as the national public welfare has been definitely recognized in the provisions of law for the use of thirty-five per cent of all gross receipts from the forests for local public purposes.

To carry more fully into effect this already established principle a further step should be taken. It should not be necessary to wait until the period of hardest struggle is past before these public resources begin to assist local development. Before the national forests begin to yield large incomes, as well as after, they should be made to participate in the work of building up the country and giving value to all its resources.

Better Roads Needed

The first need of the public in undeveloped regions is for more and better roads. Without them the struggle of individuals to gain a foothold is much more difficult, while isolation from neighbors and the outside world means meager educational opportunity, a lack of comforts, and conditions unfavorable to community life. A road system, however, constitutes a capital investment which a handful of settlers must make a little at a time. When their roads must be built largely through national forest lands, which pay no taxes, their case is much more difficult. In such regions the secretary of Agriculture should be authorized to make a study of the local conditions and to gather all the data necessary to formulate a plan for public-road development based on local needs. On the basis of the showings of fact regarding the value of the government's property, its potential income-yielding capacity, and the needs of the public, Congress should be asked to appropriate for the construction of specific projects recommended by the secretary of Agriculture. The cost of such road construction by the government should constitute an advance of the amounts which the forests would later make available for local use. In effect, therefore, the roads would become an obligation upon the forests, to be extinguished as their resources come into commercial demand."

Homestead Changes Proposed

The secretary recommends changes in the system of homesteading, and suggests the wisdom of releasing certain parts of the forests by exchange of property with the states. An important part of the forest problem is to get the right line drawn between farm and forest. Under private ownership considerations enter which do not always lead to the best use of the land. On the national forests the question is determined by a careful study of what the land is best fitted to produce and what the public most needs. Agricultural development is provided for either by excluding from the forests land chiefly valuable for other than forest purposes or by listing land for settlement under the forest homestead act. The work is carried out through land classification, which was aggressively pushed last year. The elimination made or determined upon totaled over 2,000,000 acres, while systematic classification was conducted on 100 of the forests, and over 280,000 acres of land were listed for settlement under the forest homestead law. The area in the forests at the close of the year, exclusive of land not the property of the government, was slightly over 165,000,000 acres.

There is need for similar classification work outside of the national forests wherever the public domain is timbered. There are still many areas which should be added to the forests. Wherever the land will have largest permanent value through use for forest production it should be held in public ownership. Timbered portions of the public domain are now unprotected against fire and trespass and are often a source of danger to adjacent lands.

There is also need for legislation to permit the consolidation of national forest holdings through land exchanges with states and private owners. Some of the forests contain a great deal of land which was acquired from the government before the forests were established. Exchanges of land on the basis of equal values would be very advantageous to the government, since the cost of administration and protection would be materially reduced.

Timber Sales

The report outlines the policy of the department regarding timber sales in the national forests. In its handling of timber sales on the national forests the department is confronted with a situation radically different from that which obtains with respect to the grazing. While almost all the range on the forests is in demand, most of the timber is not. To a large extent development work here means so handling the timber that it will be an important factor in opening up the country. Wherever and whenever general business and market conditions make it possible to sell large bodies of now inaccessible timber, the aim is to offer the timber on terms which will tend to increase transportation facilities, promote settlement, and build up permanent communities. Where timber can be sold the benefits of government management of the forests as public resources are apparent now. Where, however, the timber is not in present demand a difficult situation sometimes exists.

It has been urged that, with the vast supplies of virgin national forest timber, the government should greatly increase its sales by lowering the price asked for stumpage. To the extent that such a course had any effect at all it would be, in the long run, an effect unfavorable to the public interest. Upon the greater part of the timber it would have no effect, because no manufacturer could, under present conditions, afford to cut the timber at any price. Where timber is thus not in demand because still inaccessible, as a rule the possibility of marketing it depends on the advent of a period of greater activity in the general lumber trade. When, as at the present time, lumbermen are forced by general market conditions to curtail output, the department can not expect to make many large sales. Nevertheless, it is wise even in such times not to cease offering large bodies of timber on terms which may attract purchasers, and this is being done. At the same time all possible effort is given to develop small sales for the supply of local needs, and sales to industries which require wood for special purposes, since sales of this character provide a fairly steady market for national forest stumpage, even when the general market is depressed.

In the section dealing with forestry the secretary points out that the forests have passed through an unusually dry and dangerous summer without serious fire damage. He indicates that the present emergency fund of $100,000 for fire protection of one billion dollars of public property is inadequate even in ordinary seasons. In discussing the recreational use of the forests, which he holds to be the chief of the secondary uses, he urges that the department should be enabled to grant term leases to persons wishing to use the land for summer homes or hotels.

Southern Traffic Developments

Further suspension has been ordered of the proposed withdrawal of the stopping in transit privileges on logs, rough staves and stave bolts at Alexandria, La. The tariff making this provision has been suspended until March 30.

Tariffs of the Missouri Pacific and St. Louis Southwestern providing for the cancellation of joint through commodity rates on lumber in carloads from points in Arkansas and other states to points in Central Freight Association and Trunk Line territories have been suspended until June 13. A former order had suspended the tariffs from August 15 until December 13.

A complaint was filed last week by the King Lumber and Manufacturing Company versus the Chicago, Milwaukee & St. Paul, in which it is claimed that excessive charges were assessed on sawmill machinery shipped by the Berlin Machine Works at Beloit, Wis., to the mill of the company at Nocatee, Fla.

A complaint submitted to the commission last week by the W. E. Heyser Lumber Company of Cincinnati is typical of the experience of many companies, it is said. A car of lumber was shipped from Quick, W. Va., consigned to shippers' order at Detroit, Mich. Transit Railway delivery was specified. Almost at the time of the departure of the car, the agent of the Transit Railway in Detroit was instructed to deliver the car to the Yeomans-Diver Company. The car reached Detroit via the Pere Marquette, instead of the line specified. The Heyser company was notified and information as to delivery requested. The company advised the Pere Marquette agent the name of the consignee and asked that excess charges not be assessed, as the car had been misrouted. Two weeks later the company was advised that the car remained in the Detroit yards and disposition was requested. Again the information was forwarded. Three weeks passed and again delivery instructions were requested. This time delivery was made. The Heyser company asks reparation for the demurrage charges.

Reparation has been ordered in the following cases: C. E. Ferguson Sawmill Company versus St. Louis, Iron Mountain & Southern et al. The defendants are required to return $583.27 before December 15, with six per cent interest. The refund was due to an error in the cypress lumber rate.

Aberdeen Lumber Company versus New Orleans & Northeastern; unreasonable rate, rough cottonwood lumber from Naples, La., to Moline, Ill.

Trinity Lumber Company versus Missouri, Kansas & Texas et al.; unreasonable rate on lumber, Atmar, Tex., to Evanston, Ill.

Midland Lumber Company versus Yazoo & Mississippi Valley; unreasonable rate, gum lumber, Midnight, Miss., to Cairo, Ill.

Tremont Lumber Company versus Chicago & Eastern Illinois; unreasonable rate, lumber, Jonesboro, La., to Carlisle, Ind.

Taylor & Crate versus Yazoo & Mississippi Valley; unreasonable rate, gum lumber, Hincheliff, Miss., to West Toronto, Canada.

Crescent Lumber Company versus Illinois Central; unreasonable rate, Gladys, Miss., to Whitby, Canada.

Pee Dee Lumber Company versus Atlantic Coast Line; unreasonable rate, Pee Dee, S. C., to Pottsville, Pa.

Tennessee Tie and Timber Company versus Louisville & Nashville; unreasonable rate, ties, Tudor, Ky., to Hume, Ill.

Waterman Lumber and Supply Company; unreasonable rate, lumber, Waterman, Tex., to O'Neil, Neb.

Trexler Lumber Company versus Toledo, St. Louis & Western; unreasonable rate, lumber, Prentiss, Miss., to Utica, N. Y.

Salzer Lumber Company versus Northern Pacific; unreasonable rate, edging, Walker, Minn., to Robinson and Wing, N. D.

Weed Lumber Company versus Southern Pacific; unreasonable rate, box shooks, Weed, Colo., to Phoenix, Ariz.

Estabrook-Skeele Lumber Company versus Chicago & Northwestern; unreasonable rate, lumber, Wabeno, Wis., to Kankakee, Ill.

Tri-State Lumber Company versus Baltimore & Ohio; unreasonable rate, dry oak, Albright, W. Va., to Kyser, W. Va.

J. W. Darling Lumber Company versus Louisiana Railway and Navigation Company; unreasonable rate, cottonwood lumber, Wilhelm, La., to South Bend., Ind.

D. T. Crockett & Co. versus Seaboard Air Line; refunds and waiving of undercharges, lumber, Cates Mill to Capitola, Fla.

Hanks Lumber Company versus Richmond, Fredericksburg & Potomac; refund and waiving of undercharge, lumber, Penola, Va., to Wall Kill, N. Y.

Singer Sewing Machine Company versus Chicago, Rock Island & Pacific; unreasonable charges, lumber, Olneyville, Ark., to South Bend, Ind.

Wood & Skilton versus Southern Railway; unreasonable rate, lumber, Cleveland, N. C., to Cape Charles, Va.

Dembevie Lumber Company versus Pennsylvania Railroad; unreasonable rate, lumber, Allenhurst, Ga., to Jersey City, N. J.

The Meaning of "Solid"

A recent lawsuit in a county court in England turned upon the meaning of the word "solid" when applied to furniture. A customer, it is stated, ordered a solid mahogany bedroom suit and agreed to pay $61.75 upon delivery. He refused to accept the furniture, claiming that all the wood in it was not mahogany, consequently it was not solid. When the case came to court the maker of the furniture admitted that some of the inside parts were not mahogany, but he insisted that the articles conformed in every way to what in trade is called solid mahogany. The court's decision agreed with him.

Custom rules. If in ordinary business it is usual to apply a certain name to an article of a particular kind, the article may be legally sold under that name, without conforming to exact definitions.

The manufacturers of articles of mahogany and other expensive woods in the United States, especially caskets, fixtures, and fine furniture, frequently observe the letter as well as the spirit of the contract when they use the word solid. The casket maker may be taken as an example. If a customer asks for a solid mahogany article, he is apt to get it; but that does not mean that all the wood is of as high class as that which appears on the outside. There are different grades of mahogany. The "sound wormy" is perforated with holes in large numbers and of various sizes, from a knitting needle to a lead pencil. This is the work of the teredo in tropical waters. Such wood is not suitable for outside work, but it is excellent for cores over which to glue veneers.

The hidden parts of the article may be of the perforated mahogany, and the covering consist of veneer of high grade. Cost is thus kept down, and yet the article contains no wood except mahogany. The same process may be followed when other woods are used. Solid articles may have fine figured stock outside, and plain and cheaper grades for the hidden parts.

Practically all good furniture, if the pieces are of large size, is built up. Table tops are of sheets of veneer glued upon cores of other woods. Solid pieces of that size would warp and check, but the built-up stock holds its shape. It is not customary to have cores of the same wood as the outer surface, yet that process is followed where the customer insists on solid wood. Massive table legs are occasionally made of expensive English oak, if the customer insists; but they are cheaper and better if a core of white pine, chestnut, or yellow poplar is within, and the covering only is of the expensive oak. If the customer objects to having a cheaper wood within, the maker has been known to build up the legs of the table with oak boards glued firmly together, and do the turning afterwards. That is done by the maker because a built-up piece is less liable to check than is the solid stock, and the customer gets the "solid" English oak table, legs and all.

It is evident that "solid" used in this sense does not mean that each part is one piece, but means only that the whole article is of one wood. A suit at law in this country would probably result as in England if custom were followed in defining the word "solid."

B. W. LORD, DANVILLE, KY., PRESIDENT

CHAS. H. BARNABY, GREENCASTLE, IND., SECOND VICE-PRESIDENT

A. E. GORHAM, MT. PLEASANT, MICH., FIRST VICE-PRESIDENT

Veneer and Panel Annual

The National Veneer & Panel Manufacturers' Association convened for its annual meeting at 10 o'clock Tuesday morning, December 8, at the Auditorium hotel, Chicago, with a full attendance at the opening session. President B. W. Lord was in the chair and opened the official business with a short discussion of the program offered, with an appeal that all members give their attention through the entire sessions in order that as much might be accomplished as possible.

The roll call was followed by the president's address. Mr. Lord did not have a formal address prepared, but spoke earnestly in behalf of the need of co-operation under present conditions, suggesting that the greatest good to business as a whole could be accomplished by united efforts through the association as a medium. He suggested the advisability and fairness of association members trading among themselves as much as possible, and then suggested that owing to the fact that the scope of the association's work has been changed and enlarged very materially since the organization was first formed, it would probably be necessary to reorganize in the near future. He then suggested the attention of the members to that probable necessity.

The report of Secretary E. H. Defebaugh was read by the assistant secretary, Howard S. Young, in the absence of Mr. Defebaugh. He raised the question as to whether or not veneer men are endeavoring as generally and as effectively as possible to educate their consuming customers to the best adaptability of certain kinds and grades of veneer of which they are specific users. He maintained that through a close study of consumer's requirements great good can be accomplished to both parties in any transaction.

The report of the treasurer showed a comfortable balance in the treasury.

J. W. Roche, traveling representative of the association, then read a paper on the "Utilization of Waste," which is summarized in the following paragraphs.

We, as a nation and as a business people, are woefully deficient in handling waste, and theoretically the problem seems solvable. For instance, chemically considered, I find there is only a slight difference between a pile of sawdust and commercial alcohol. The only difference is the rearrangement of the atoms; both are made of the same ingredients, carbon, hydrogen, and oxygen, and the difference between the alcohol and the commercial acid is very slight. Fuel oil, I find, is a carbo-hydrate. Now, if some of you people want to make a fortune, find the process of changing your waste into a fuel oil. Theoretically, it ought to be easy, as you have exactly the same ingredients. Theoretically, I have presented some of the problems that have confronted business men in general.

The question as it relates to the veneer man in the handling of waste, as it is being done, is first: can it be construed to mean much or little. For example, what constitutes waste? Is it the material disposed of by burning or by any other method—material that is regarded as useless? Or, does it merely apply to the method, manner, or mode of conveying the same to the boiler room? If it refers to what constitutes waste, the different mills have different views regarding it. For instance, some mills burn material as wide as five or six inches. Other mills utilize that by cutting it to small dimension sizes for boxes. Some send this small stock, cut in sizes, to cotton or woolen mills. Again, others work their waste into covers for grape baskets, four and eight pounds. Also, mills that work up into baskets and berry baskets the material called waste, claim that a large share of their profit comes from what a great many mills burn. On the other hand there are mills which contend that it doesn't pay to handle it. Now, the different mills have different plans for conveying their waste to the furnace. Some use the most crude way imaginable. Men pick it up from the floor, place it in a wheelbarrow or a factory truck with a large box built on it, and wheel or push it to the fire room. It usually takes two men to do the work, and for a radius of at least ten feet from the machine there is a continual litter. Others have large boxes, oblong in shape, with long strips bolted to the side, and projecting perhaps two feet from each end for handles. One box placed at the front of the machine in which the bark and peelings are placed, and one on the other side of the machine for the log trimmings and scraps as they come from the knife, and one at the clipper for the trimmings. As these are filled, two men carry them into the boiler room, empty them and return them to their places. No extra help is engaged for this work. The regular machine crew does it, and it doesn't seem to delay the work any. Some mills have a very elaborate plan, a system of carriers or conveyors, that traverse the building, one depositing into the other, until it lands in the boiler room where it is up to the fireman to take care of it. Others have this waste by a system of conveyors deposited at what is known as the "hog," which everyone is familiar with. This waste is fed into this hog which cuts it fine enough for a fan to blow it into the boiler room and fed into the arches as well. I have seen some mills that were absolutely clean, neat and orderly, and others which were not, not only in appearance; but couldn't help but prevent the mill running to its capacity. There is no question in my mind, after seeing the different methods used, but that the conveyor system is the most economical and most complete. I mean the conveyors that are placed below the floor because all waste can be dropped into them as fast as made.

The subject was then presented to the convention by the president for discussion. D. E. Kline suggested that it was easy enough to provide mechanical means for economically handling waste, but what all are after is some logical means by which it can be disposed of elsewhere with profit. President Lord said that up to a few months ago when the decreasing price of cordwood made it impossible to buy

that product more cheaply than veneer waste, he had disposed of all of his poplar and gum waste in bulk carlots to pulp manufacturers and realized a net profit, deducting the cost of coal necessarily purchased, of about $45 a car, which made a total profit of from $300 to $400 a month. The question was raised as to whether this method could be utilized by other members cutting other woods, and it was generally conceded that it was a logical outlet for only certain kinds of wood.

The discussion brought out the general opinion that it is very difficult to analyze the question of utilization of veneer waste closely as one kind of waste can be marketed whereas another kind of the same general form but of a different wood cannot, and also that a mill located in one locality can, because of favorable freight rates, market its product whereas another must necessarily use it for fuel.

President Lord said that during present conditions of low prices in cordwood it is impossible to consider marketing waste for pulp, and suggested that members bear in mind that it can ordinarily be marketed on freight rates of from five to six cents during more normal times.

F. F. Chandler of Indianapolis, manufacturer of engines and boilers, read a most interesting and instructive paper entitled "Three Dozen Ways for Gain," in which he analyzed the possibilities of saving in innumerable ways in power plants. Mr. Chandler maintained that no one part of any factory is given less consideration than the power plant, and also that in no other factor in manufacturing institutions is there more room for money saving applications. Mr. Chandler's paper is too valuable to run in brief form and we will carry it in full in the December 25th issue HARDWOOD RECORD, together with questions and answers brought out in the discussion which followed.

Following the reading of Mr. Chandler's paper the meeting adjourned with a luncheon, which was served in the convention room.

Afternoon Session

Harry Hunter of the Hunter Dry Kiln Company, Indianapolis, Ind., was the first speaker of the afternoon session. His paper is given in full in another part of this issue of HARDWOOD RECORD.

A discussion of the drying problem and Mr. Hunter's special process followed.

A. E. Gorham, chairman of the inspection and grading rules committee, read a list of changes recommended by that committee, based on replies received from an inquiry sent out by the secretary. After a lengthy discussion it was moved that the whole matter be referred to the individual clubs for settlement, and that their findings be sent to the secretary and adopted as the rules of the association.

The chief controversy in the discussion was developed over the question as to the grading of log-run rotary veneer, and it was evident that there is a very hazy idea on this grade of stock. There seemed to be a question as to whether "log-run" constitutes really the run of the log exclusive of culls, or whether it represents the specific requirements of certain users of rotary stock. It was recommended that it would be good policy to get away from the log-run method of sales altogether, in order to clarify a very cloudy issue. No action, however, was taken on this recommendation.

The discussion of the grading proposition was interrupted in order that the members might enjoy an address by E. F. Trefz, field secretary of the Chamber of Commerce of the United States of America. Mr. Trefz has established his reputation among the lumber associations, and this was the first opportunity the veneer manufacturers had of listening to him, and most of them expressed their opinion of his efforts by stating they believed it was worth a trip to Chicago simply to hear him speak.

Mr. Trefz's talk covered economic developments throughout the country, and the dependence of the nation upon what is commonly known as "big business." He summarized the conditions leading up to the declaration of war in Europe, and expressed himself as believing that this country will be benefited most through its making us realize our failings. The most marked effort will be the bringing of business and government more closely in sympathy and contact with each other, to the end that the problems of business men will be met intelligently and fairly by the national and state legislatures.

Mr. Trefz sounded a note that was distinctly encouraging, when he said that business cannot get worse, nor can it stand still, but will unquestionably gradually become stronger until at the culmination of the war we will have reached a period of prosperity which will have been unprecedented. He also expressed himself convincingly on the probable stability of that prosperity when it comes, saying that it cannot fail to endure for at least twenty years.

President Lord brought up the question of the appointment of a delegation to the national chamber of commerce convention, which will take place at Washington in February. On motion, this appointment was left to the chair.

Similar action was taken on the appointment of delegates to the pending meeting of officers of lumber associations which will be held at the La Salle hotel, Chicago, December 17, for the purpose of outlining a plan for successfully combating wood substitutes.

President Lord introduced H. G. Herget of the Pekin Cooperage Company, Pekin, Ill., who has been active in traffic matters in connection with cooperage shipments. Mr. Herget outlined the work being done by the Cooperage Traffic Bureau, an organization formed originally by the tight cooperage manufacturers and recently adopted by the stave and heading manufacturers and slack cooperage interests for the furtherance of the interests of these various groups of business men in their traffic controversies.

He said as the association now stands it has not sufficient membership to enable it to carry on its work as successfully as it might had it more financial backing, and suggested that the veneer association look into the matter of joining this as a body or individually in order to have some central representation before the proper bodies in the settlement of questions of this character.

The matter was placed in the hands of the railroad classification committee, and the same motion carried instructions that that committee get in touch with the Uniform Classification Committee, which is maintained in Chicago, for the purpose of taking up with them the classification of veneers.

On motion the meeting then adjourned until 6:30, at which time the members were requested to gather for a dinner, and in order to close up the remaining matters before the business session.

More than one hundred members and guests sat down at the dinner which was provided in the south rooms of the Auditorium hotel for the evening.

It had originally been the intention to finish the business sessions following the dinner, but it is usually a pretty difficult proposition to mix business with such functions, and President Lord very gracefully slid over the original plans and devoted most of the time to calling on various individuals, who responded in a variety of veins, humorous and serious.

About the only business transacted was the report of the resolutions committee and the election of the officers. Resolutions were adopted on the death of William Seiber of the Central Veneer Company, Huntington, W. Va., and thanks to the various speakers who had read papers before the day's session.

The nominating committee recommended that all of the officers who served during the past year be re-elected. The action taken on this recommendation was unanimously favorable. The officers are:

PRESIDENT, B. W. Lord, Danville, Ky.
FIRST VICE PRESIDENT, A. E. Gorham, Mount Pleasant, Mich.
SECOND VICE PRESIDENT, Charles H. Barnaby, Greencastle, Ind.
THIRD VICE PRESIDENT, L. P. Groffmann, St. Louis, Mo.

E. H. Defebaugh tendered his resignation as secretary of the association, and Howard S. Young of Indianapolis, Ind., formerly assistant secretary, was duly made secretary of the association.

E. H. Defebaugh was elected to the office of treasurer.

The executive board made one change, H. B. Sale of Fort Wayne, Ind., filling the vacancy made by the withdrawal of R. C. Dayton.

Applications for memberships were filed by the following who were duly accepted:

Van Veneer Company, Malvern, Ark.
Indianapolis Sawed Veneer Company, Indianapolis, Ind.
Nickey Bros. & Bass, Memphis, Tenn.
Stimson Veneer & Lumber Company, Memphis, Tenn.
C. L. Willey, Chicago, Ill.

Some New Kiln-Drying Thoughts

Editor's Note

The following paper was read before the annual meeting of the National Veneer & Panel Manufacturers' Association, held at the Auditorium hotel, Chicago, December 8 and 9, by Henry Hunter of the Hunter Dry Kiln Company, Indianapolis, Ind. It contains some suggestions that will be valuable to HARDWOOD RECORD readers.

It is not my intention to take up the time of this meeting with a long discussion of any theoretical drying system. You gentlemen are interested in what can be done and has been done rather than what might be done. With this idea in view, what I shall have to say will be based upon observations made under ordinary factory conditions and actual tests made under these same conditions. I shall take up briefly the troubles resulting from improper drying, with their causes and the conditions which produce them, following this with a brief description of the conditions under which successful drying can be accomplished and these troubles eliminated. I have incorporated in this paper the results of a series of tests made under the conditions which I shall describe and which will illustrate better than any argument what is possible under correct drying conditions.

The troubles resulting from improper drying, which affect the panel manufacturers and a part of which are common to all manufacturers of wood products, are blistering of veneer, veneer shrinkage, opening of joints, warping, case-hardening, honeycombing and checking. As you all know, case-hardening, honeycombing and checking result from excessive heat or lack of moisture or from both, the surface drying first and preventing the escape of moisture from the center of the stock. The other troubles are caused by under drying. I do not intend to convey the idea here that improper drying is always the cause of all these difficulties. A part of them may, at times, be caused by other things regardless of how the product is dried. But I do say that where the stock has not been properly dried some of these troubles will result.

Unsuccessful drying is the result of improper conditions as to heat, humidity and circulation in the drying chamber. These conditions may be all or some one or more of the following: insufficient humidity, insufficient circulation, excessive heat, lack of uniformity as to heat, humidity and circulation in all parts of the kiln, and the variation of these conditions from time to time during the drying period. While it is perhaps not possible to dry each individual piece of wood in the same degree, it is certainly true that approximate uniformity can be attained only where the conditions are uniform throughout the drying chamber. The temperature cannot be permitted to vary. Likewise the amount of moisture must be uniform throughout the room. There must be a continuous and rapid supply of fresh air to all parts of the kiln and the prompt removal of the air after it has been used. The problem, therefore, is first to produce these conditions, and second, to control them once they are produced. To produce the conditions as to heat and humidity, it has been found best to heat the air to the desired temperature and humidify it to the proper degree before it is permitted to enter the drying chamber. This, of course, cannot be done where the radiation is inside the drying room proper. There are additional objections to having the radiation in close proximity to the drying product. The best results in rapid and uniform circulation can be obtained, I believe, by having both the intake for fresh air and the outtake for impure air on the floor line. In this way the warm air rises rapidly and passes to all parts of the room, while the cooler impure air sinks to the floor line and is removed. This insures a constant and ever changing supply of fresh air, heated and humidified to the proper degree, and brings it continuously into contact with the work to be dried. The control of circulation as well as that of heat and humidity should be taken care of automatically.

I desire at this point to emphasize the importance of humidity in any drying system and that there must be some provision made for producing and controlling it. The amount of moisture naturally in the air is uncertain, varying with the outside conditions, and cannot be depended upon. There must be some method for producing it, but any arrangement which provides for it without accurate control and regulation will not produce results. Moisture in the drying air is responsible for the open pore and no wood product can be successfully dried without it. Without an open pore, the center of the stock cannot be properly dried while the outside case-hardens and honeycombing sometimes results. On the other hand, stock dried with open pore can be more easily worked and presents a better surface for the adhesion of glue. Veneer and cut-stock will be more pliable, flatter, and will have good color. The stock can also be worked in less time, with less waste and less expense.

With the drying conditions regulated and controlled as already indicated, lumber can be best dried at a temperature of 140 degrees F, with the humidity held at 57 to 63 degrees. In drying panels, the temperature should not be so high, 120 degrees being the limit.

The following results were obtained from the tests made in a factory which was having most of the troubles above enumerated. They were obtained under the conditions described as being essential to proper drying. The first test was upon a number of panels taken from the glue room. The first moisture test on the core stock showed a variation in moisture content of from 3 to 14 per cent. The first moisture test on the veneer and cross banding showed from 6.7 to 8 per cent of moisture. After being re-dried under the above described conditions for fifteen hours, the core stock showed a variation of from 3.5 to 4.5 per cent in moisture and the cross banding and veneer showed from 2.9 to 5 per cent. After the panels were laid, they weighed 65 pounds 4 ounces. After being dried for 22 hours, at 120 degrees, the weight was 63 pounds 8½ ounces, a loss of 1 pound 11½ ounces or an average loss to the panel of 3.4 ounces. After the panels were dried, they showed a moisture content of from 4.7 to 6.7 per cent, an average of 5.75 per cent.

A test of twenty oak boards taken from the tempering shed to be used as core stock, showed a moisture content ranging from 2.9 to 19.4 per cent. Eighteen maple boards taken at the same time, showed a variation of from 3 per cent to 6.7 per cent moisture content. These boards were taken from the same piles at the same time and had all been kiln-dried. After being re-dried for thirty-six hours at 140 degrees, the oak showed a variation in moisture content of from 2 to 3.8 per cent, an average of 2.7 per cent. The maple boards showed a variation of from 1 per cent to 3.6 per cent, an average of 1.6 per cent. This stock was worked up into six 5-ply oak panels, size 18x33, and six 5-ply mahogany panels of the same size. After being laid, the oak weighed 57 pounds 4½ ounces and the mahogany 52 pounds 15½ ounces. After drying, the oak weighed 55 pounds 4 ounces and the mahogany 50 pounds 13½ ounces. The loss of moisture on the oak was 2 pounds ½ ounce, an average of 5.4 ounces to the piece. On the mahogany, the loss was 2 pounds 2 ounces or an average of 5.6 ounces to the piece. The moisture content in the oak after drying was 7 per cent, in the mahogany, 7.1 per cent.

These results speak for themselves. The variation of the moisture content of stock dried under improper conditions, and the uniformity of the same when dried under correct conditions is apparent. The danger of having part of the work come through in good condition, and a part of it go wrong, is eliminated. It makes your drying system certain and dependable. There is no more reason for guess work in your drying than in any other department of your factory. Create the proper drying conditions and control them. Pile your stock properly, so as to prevent the forming of pockets, and the obstruction of circulation. Test your stock for moisture content before placing it in the kiln. Treat it accordingly and test it before removing. Learn your factory conditions. Do not expect your stock to remain dry after leaving the kiln when your shop conditions are wrong. With correct factory conditions and the application of the above described principles in your drying department, your drying troubles will be greatly lessened, if not entirely eliminated.

Lumber Used in Manual Training

One of the most impressive features of the address of Irving K. Pond, a Chicago architect, before the National Lumber Manufacturers' Association on the subject of "The Merchandising of Lumber," was the suggestion of the possibilities of manual training in developing love and familiarity with wood among the boys of the country. As Mr. Pond put it, "Stop to think of the ultimate result—a nation of wood users could be developed in ten years if the millions of boys and girls could use a hammer and saw with reasonable dexterity. The time to instill this instinct into the child is between the ages of six and twelve, not after entering the high school."

The tendency of educational opinion is definitely in the direction of making school work more practicable, and this tendency undoubtedly favors a movement such as that suggested by Mr. Pond. Educators have found that the public is correctly demanding training that has a direct relationship to life, and cannot be defended merely on the ground that it is mental gymnastics. The old division between the "academic" and the "manual students" is being wiped out, for everywhere the effort is being made to give every student a chance to work with his hands and to become practically, instead of merely theoretically, efficient.

The way conditions are changing is indicated by the situation in a middle western city of 250,000. Ten years ago the only work of a manual training nature was given in a high school devoted exclusively to that subject; or, more exactly, it was the only institution where manual training was taught. A little later on the high school where academic subjects only were taught developed a demand for practical work, and a manual training course, involving woodworking, was instituted there. It has since been extended and enlarged. In fact, the two schools, which formerly were as far apart in their ideas and ideals as the poles, have now become so nearly alike that a new building now in course of construction is to house a consolidated school. Everybody, in other words, wants manual training.

Nor is this all. The same city now has a "prevocational" school where boys and girls who cannot attend the high schools spend the last two years of their school courses in learning practical things, such as woodworking, printing, etc. The prevocational idea has been in evidence for only a short time, but the great demand for the extension of the course has already resulted in an agreement to undertake the work next year on a much larger scale. There are plans being made for "continuation schools," where boys and girls who are forced to go to work before completing their education may return one or two afternoons a week for the purpose of acquiring practical training that will make them more efficient in their daily employment. Manual training and domestic science, also, are being introduced into the ward schools, the seventh and eight grade pupils, as well as the high school students, now having an opportunity to acquire some of this practical equipment which has been denied to them for so long.

And this is just one typical American city whose experience shows that educational forces all over the country are working in favor of training of a kind which means more working in wood and more consumption of wood. The suggestion that lumbermen should co-operate in every possible way to increase the number and scope of manual training courses is certainly in line with the logic of the situation.

While most of the training being offered through the medium of the public schools is not intended to be vocational, in the sense that it is to fit the student for earning a living in that kind of work, it has a direct connection with trade instruction, and in many cases takes the place of the apprenticeship which formerly was necessary. In many cities manual training schools have developed into trade schools where the practical ideas have been emphasized and pointed in the direction of wage-earning, so that in addition to giving the students the working knowledge which is valuable to anyone in any walk of life, the schools are contributing a big quota of trained mechanics to the never too crowded ranks of artisans of all kinds, and especially workers in wood.

That manual training may profitably be extended to the lower grades is indicated by the excellent results which have been secured where the younger boys are shown how to use tools and given practical work to do. A recent issue of the Manual Training Magazine contained a description of the work of fifth grade boys, eleven or twelve years old, in the Newman Manual Training School at New Orleans, showing the work of these boys in building greenhouses and other structures requiring considerable practical knowledge.

The big idea in connection with manual training, from the standpoint of the lumber trade, is getting the youth of the country interested in wood, familiar with it, and fond of seeing its various applications. In other words, encouraging sentiment in favor of wood is a consideration of prime importance. But while this is probably the chief benefit that is to be gained, by making this "a nation of wood-users," the actual consumption of wood in the work of the schools is not to be disregarded. The business is handled chiefly through retailers, and is too small and contains too many details to appeal to the wholesale hardwood dealer; but it is worth noting that the sum total of wood used is far from insignificant.

The Louisville, Ky., board of education, which is now taking bids on supplies for the next school year, found it necessary to devote three pages of its list to the lumber items, which included some surprisingly large figures. There were five items of yellow poplar, amounting in all to 26,500 feet; a lot of short dimension stuff, including 2,122 pieces of yellow pine, 150 packages of basswood, 500 packages of cottonwood or lynn, and a large variety of other stuff which was not identified except by samples. Red gum was also included in the list of dimension stock wanted. Several thousand feet of quartered oak, plain oak, mahogany shorts, maple, walnut, chestnut, etc., were called for, and the sum total, while not attractive as a sales proposition, was impressive in showing the amount of wood actually being used in the manual training work of the schools.

One of the interesting features of the lumber business at present is the effort being made to call the attention of consumers to the qualities of various woods, and to point out their special adaptability to the several uses for which they are particularly suited. It seems strange, from one standpoint, that this should be necessary, and that Americans should have gotten so far from the land that they are in almost total ignorance of the characteristics of the woods which were worked in by almost every householder a few generations ago. But this is the case, and the necessity of such information is self-evident. If the instruction in manual training were as general as it promises to become, such efforts would not only be met with a greater degree of responsiveness, but would bring far greater results, because they would be considered by consumers who were in a position to appreciate the arguments made in favor of this or that wood.

Walnut manufacturers are just now calling attention of manufacturers, architects and the public, in a limited way, to the desirable features of this wood. But it is fair to assume that the boys who work in walnut in the manual training schools will be able to learn a great deal about the good qualities of this wood without being told; and the same is true of every other wood which is used in the shops of the manual training schools.

HARDWOOD RECORD reported some time ago the fact that a leading mahogany concern is making a special concession to manual training institutions for the purpose of getting those schools to increase their use and consumption of mahogany. This was not because the company regarded the business as desirable in the sense that it would make a profit on each sale; on the other hand, the chances are that considered in this way the trade involved a loss. But those who are managing the affairs of this company realized that if they could get the boys used to handling mahogany, they would make mahogany "fans" and boosters by the thousands; and that their appreciation of its beauty and workability and finish would result in their deciding to own as much mahogany furniture, then and later, as they could.

The possibilities of manual training and practical instruction in woodworking have only begun to be realized and developed; and if

as Mr. Pond suggests, the lumber and allied interests should take hold of the proposition, and offer it the assistance calculated to stimulate its development, their profit would be enormous, and the permanent consumption of wood would be greatly increased. There is hardly any other way in which effective opposition to the use of substitutes could be more easily presented.

Aggressive and Cowardly Trees

Forest trees and human beings possess certain traits in common. Some are aggressive, while others cannot stand competition. It has always been a feature of history that certain tribes of men have retreated to deserts or to bleak and inhospitable climates rather than fight for and hold the good countries. The same rule holds with forest trees. Some withdraw to tracts where competitors cannot follow.

The great and stately white pine is a vegetable coward; but that term must be used in a pretty wide sense to be wholly applicable. This tree was found in the original forests of America occupying sandy tracts, rocky hills, and uninviting situations. In its long struggle with competitors, it lost the rich valleys and fertile hills, and retreated to situations where pursuit and competition would be less vigorous. It found retreat easier than fighting.

Some people suppose that the white pine occupies sand, swamp, and rocks because it likes those conditions best. The correctness of that opinion is doubtful. Probably no tree "likes" poor soil, though some are seldom found elsewhere. It is true that some have lived so long in such situations that they have partly accommodated themselves to their environments, in seed bearing and in other ways; but it is doubtful if it should be stated as a general proposition that any trees seek poor places from choice. Back of their presence there, it may be taken for granted that there is compulsion somewhere.

Seeking the Swamps

Cypress is a vigorous tree, of gigantic bulk and long life; but it fled to the southern swamps while the white pine was taking refuge on sandy tracts and rocky ridges in the North; and it fled from the same enemy—other trees which demanded the best lands.

The southern white cedar, which grows from New Jersey to Florida along the coast, has likewise taken refuge in swamps, and tupelo gum has done likewise, and so has water elm, though it is not of much importance anywhere.

The mangrove tree is one of the best known instances of trees which literally "got off the earth." It grows in the water along the shores of southern Florida, and has done it for a period so long that its seeds have lost any land habits they ever had, and are now adapted to water planting only.

The Southern Pines

The southern pines resist competition feebly. The longleaf pine, which sticks to the sandy land more closely than some of the others, is a poor fighter for space. It is the opinion of some good botanists that if left to its own resources, with no human help, it could not hold its present ground many hundred years. Grass would choke the seedlings, and broadleaf trees would finally take possession. It is believed that before the white man's coming, it was the Indian's yearly fire that enabled the longleaf pine to hold its ground. The fires burned the grass and the broadleaf seedlings, but the pines managed to survive the scorchings sufficiently to perpetuate themselves, though the stands were usually quite thin.

There is agreement among old writers that loblolly or old field pine in Virginia and North Carolina was scarce at the time of the first settlements. It was chiefly found near the coast and the mouths of the tidal rivers, to which localities it had apparently been crowded by the hardwoods. After the hardwood forests had been cleared to make plantations, and the plantations had been worn out by cultivation and abandoned, the loblolly pine found competition removed and then spread inland, and is today more plentiful than it was three hundred years ago. It could not spread until man cleared the way for it.

Ridge Timber

The pitch pine of the eastern states, which has various names in different regions from Massachusetts to Tennessee, can hold no fertile ground. Other trees crowd it out. It retreats to poor tracts where its most vigorous pursuers will not follow. It will grow where even white pine cannot hold out against adversity. It takes possession of sterile ridges, where the soil is dry and thin. Forest fires do not often hurt it, and it is safe in its poverty.

A still more noted instance of a cowardly tree, if there ever were one, is the scrub pine, also called Jersey pine, a small, puny tree, of poor form and pitiful appearance, a very Lazarus of the forest, willing to subsist on the "crumbs" that fall from other's tables. It grows in New Jersey, Maryland, Virginia, West Virginia, and further south and west. It creeps into open spaces, and is the companion of sassafras and huckleberry bushes. Old worn-out, gullied fields appeal to this pine, because little else will grow there, and it is not obliged to fight for room.

In course of time, however, as the impoverished soil begins to recover, broadleaf seedlings come in. As these increase in size, the scrub pines die, and finally disappear. Though they have been in full possession of the ground, they are unable to hold it against competitors.

Broadleaf Trees

As a rule, the broadleaf trees are better fighters for ground than the soft woods. The trees which bear broad leaves—that is, the hardwoods—have been the principal means of driving the pines, cedars, and cypresses to sand, rocks, and swamps. The hardwoods are handicapped, however, by their inability to prosper on poor soil. They can crowd their competitors off the fertile land, but cannot follow with much vigor upon sterile soil.

The oaks may be classed as the strongest of all trees; that is, they can hold their own in more kinds of soil than most others. But there is great difference in this respect among the fifty-odd kinds of oak in this country. The willow oak and the water oak, for example, can follow the cypress to the very edge of the swamp in which it takes refuge from their pursuit; but they cannot follow the white pine, pitch pine, and table mountain pine very high on the hills. The chestnut oak, on the other hand, can grow on ridges about as barren as those where the pitch pine makes its last stand. Like the pitch pine, the chestnut oak is about as nearly proof against forest fires as any tree.

Other oaks are able to maintain themselves on very poor land. The bur oak is one of them. It is usually the last broadleaf tree to disappear from hardwood tracts, within its range, that are repeatedly and severely burned.

Age and Adversity

It is believed that the first trees on earth were the softwoods or the needle-leaf species. They had full possession once, if that theory is true. When the broad-leaf trees appeared, in the course of ages, they had to fight for every acre they got. Up to the present time they have succeeded in taking most of the fertile land, but the ancient species, the softwoods, are yet able to hold the poor places.

Pines, spruces, cypresses, and other softwoods flourish on fertile land when given a chance. This is shown by the vigor of planted and protected trees, in parks and in woodlots. It appears evident that the softwoods did not betake themselves to sand, rocks, and swamps because they liked those places better, but because they were driven there by competition which they could not successfully meet.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B 830—Wants Rock Elm

Brooklyn, N. Y., November 24.—Editor HARDWOOD RECORD: We are in the market for 40,000 to 50,000 feet rock elm 1½" thick, rough, to inspect No. 1 common or will consider No. 2 common and better. Will pay spot cash for same and desire a price f. o. b. Philadelphia, Pa.

If you have anybody on your list that you think would be interested, kindly advise.

Anyone interested will be furnished with the address of this prospective customer, upon application.—EDITOR.

B 831—Seeks Red or White Oak

Lincoln, Neb., November 25.—Editor HARDWOOD RECORD: We are in the market for 5 cars of 2x4, 2x6, 2x8, 4x4 and 4x6, all 10 to 16 feet long clear plain red or white oak, or mixed, for shipment beginning February 1, 1915, and running to July 1.

Any information you can give us as to a source of supply will be appreciated.

Those interested in this inquiry will be supplied the address of our correspondent upon request.—EDITOR.

B 832—In the Market for Dogwood

Philadelphia, Pa., November 27.—Editor HARDWOOD RECORD: We have an inquiry for 3 or 4 cars dogwood, white cut, 4' lengths, 4" diameter on small end, and larger.

If you are in touch with any parties on the eastern coast who could fill this order, we would esteem it a favor if you will mail us their names.

Anyone having this stock to offer will be gladly furnished the address of this eastern house, upon applying to HARDWOOD RECORD.—EDITOR.

B 833—Data on Cost of Veneer Manufacture

Editor HARDWOOD RECORD: Can you give us any information in regard to the cost of making three-ply veneers ⅜" thick to ⅝" thick—made from logs that cost $5.00 per M. at the mill? We want the cost of cutting the veneers on a rotary machine and glueing three pieces together to make three-ply veneers.

The above inquiry was published in the November 25 issue HARDWOOD RECORD, and has been replied to by a reputable Michigan concern as follows:

Ludington, Mich., November 28.—Editor HARDWOOD RECORD: The cost of labor and glueing per thousand square feet for three-ply veneer such as we make is $10. The cost of glueing is more or less variable, but we are giving the figures for high-class work. We use only first-class glue and a good spread in order to insure satisfactory work.

One thousand feet of No. 1 logs will give veneer as follows: 1/15", 10,000 square feet; 1/29", 13,000 square feet. The cost of sanding veneer ⅜ to ⅝ inches thick will average about $1.25 per thousand square feet.

The cost of cutting is as follows: 1/15", 45 cents per thousand square feet; 1/20", 37 cents per thousand square feet. Sanding will bring these dimensions down to those mentioned by your correspondent.

From these figures we trust your correspondent will be able to figure his cost per thousand feet. We have given these figures on the very highest quality of veneer, such as we use for our game boards and folding tables.

B 834—English House Seeks Elm and Tupelo

From the north of England comes the following letter:

November 20.—Editor HARDWOOD RECORD: We require a low quotation for soft American elm suitable for coffin purposes, inch thick x 12" and wider with say 30 per cent to be 16" and wider, lengths all 13' and 16' if possible, but would accept a small percentage of 12', if desired. The quality would have to be prime.

Also require prime tupelo 1" x 20" to 22" wide, usual lengths.

Quotations on this stock sent to this office, will be forwarded to this foreign prospective purchaser.—EDITOR.

B 835—In the Market for Gunstocks

Hartford, Conn., December 1.—Editor HARDWOOD RECORD: Can you give us any information as to where we can buy from 100 to 200 pieces of wood for gunstocks? We would like to buy the same kind wood as is used by the United States government in making the regular service rifle.

This concern has been referred to sources of supply for this stock. Others interested will be placed in communication with our correspondent, upon request.—EDITOR.

B 836—Location for Saw and Veneer Mills

Calvary, Wis., November 29.—Editor HARDWOOD RECORD: About forty farmers of the town of Brannon, Price county, Wis., have organized a land association for the benefit of developing that section of the country. This is a very fine country without saw and veneer mills, or any kind of a plant to manufacture their forest products in their own community.

We would like to get some sawmill and veneer mill started, thinking probably you could put us in touch with some person or company that is looking for a good location.

We have just secured a new railroad which will haul all the forest products for us. We have timber for years, mostly hardwood, birch, etc. We will give free land and logs for lumber for the plant. The farmers agree to put in not less than 1,000,000 feet each year.

Any person or company interested may write to our secretary, as noted below. We are willing to correspond with, or meet any person at any time to talk the matter over and try to make a deal.

We are incorporated with non-stock; no dividend; no profit.

GEORGE F. MEYER, Calvary, Wis.

Clubs and Associations

The Last Stag of the Chicago Club

On Saturday night, December 12, the Lumbermen's Club of Chicago will hold its last stag of the year, and it is planned to make this a memorable event.

As usual the club rooms are open to members and friends, and also as usual the entertainment committee has prepared a number of pleasant surprises which will be sprung.

It is hoped that a good number of members will come out and bring their friends along to celebrate the last regular function of the year.

Plans for Forestry Association's Annual

In order to aid in outlining details of the important work which it is to do next year, the American Forestry Association has invited leading foresters throughout the country to attend its annual meeting in New York City on Monday, January 11, at the assembly room of the Merchants' Association of New York in the Woolworth building. The meeting is for the purpose of discussing the best service the association can render to various phases of forestry, lumbering and the paper and pulp trade.

Chief Forester Henry S. Graves will speak of what the association can do to aid the Forest Service, various state foresters will speak of what can be done in state forestry, and other experts will discuss other forestry problems.

J. E. Rhodes of Chicago, secretary of the National Lumber Manufacturers' Association, has been invited to address the meeting on what the association can do to aid the lumbermen, and E. A. Sterling of Philadelphia, the well-known forest and timber engineer, will speak on the relation of the public to a sound economic basis in the lumber industry. E. T. Allen, forester of the Western Forestry and Conservation Association of Portland, Ore., and western representative of the American Forestry Association, will speak on what the association can do on the Pacific slope, with special reference to the big public meeting which the association plans to hold at the Panama-Pacific exposition next July.

Exporters' Annual at Memphis in January

The annual meeting of the National Lumber Exporters' Association has been arranged to take place January 21 and 22, 1915, at Memphis, Tenn. The Gayoso Hotel has been selected as headquarters, though the program of the business sessions has not yet been made up. It is thought, however, that the conditions created by the war will receive much attention and may take up most of the time of the sessions. The report of the foreign representative, Frank Tiffany, stationed at London, will receive careful consideration, dealing as it does largely with the settlement of war claims and with what has been done to expedite such settlement. It will be shown that Mr. Tiffany has been exceptionally successful in advancing such claims and that the results attained by him have proved highly successful.

Who will be elected president is uncertain. Fred Arn of the J. M. Card Lumber Company of Chattanooga, Tenn., is completing his second term, and it is thought can have another if he wants it, though the death of his partner may have so increased the pressure upon his time as to induce him to decline on that account. It is considered certain that the arrangement with Mr. Tiffany will be continued and that J. McD. Price will be re-elected secretary. An exceptionally large attendance is expected because of the important questions to come up.

Philadelphia Wholesalers Enjoy Annual Dinner

The second annual get-together dinner given by the Philadelphia Wholesale Lumber Dealers' Association to the members and salesmen was held at the St. James hotel, November 20. Eighty-five diners were present on the occasion, and President Ralph Souder acted as toastmaster.

The principal speaker of the evening was Arthur F. Sheldon, founder of the Sheldon School of Salesmanship, Chicago, whose talk on the subject of efficient salesmanship was much appreciated by all his hearers.

Robert G. Kay, president Kay Lumber Company, gave an encouraging talk to the boys on the business outlook. He prophesied with profound sincerity that prosperity would be a material certainty in the United States in about thirty days (note accuracy), and that those disconsolates who are now placing small orders for immediate shipment would be then ordering in four and five carload lots.

Sawdust Club to Dispense With Annual Dinner

The Sawdust Club of Philadelphia, a select organization composed of lumbermen who are members of the Union League, on account of the recent death of Frank C. Gillingham, its first and only president, have decided to omit their annual dinner this year. At their annual business meeting, which will take place in January, 1915, a president to succeed Mr. Gillingham will be elected.

Philadelphia's Exchange in Monthly Meeting

The Philadelphia Lumbermen's Exchange held its regular monthly meeting on December 3, with President William H. Fritz in the chair. After the reading of the minutes of previous meeting only routine business was transacted. President Fritz then proposed, as the exchange felt itself so much benefited by the talk of Dudley Bartlett, chief of the foreign trade bureau of the Philadelphia Commercial Museum, at the last meeting, that the members of the exchange at this meeting give their respective views on how the Lumbermen's Exchange of Philadelphia can best serve the interests of lumbermen in Philadelphia and vicinity. William C. MacBride, John S. Lloyd, Horace A. Reeves, Jr., Thomas B. Hammer, Robert C. Lippincott and Augustus J. Cadwallader expressed themselves concisely and to the point on the subject.

It was announced that the usual year end get-together entertainment would be held as usual on December 31.

Lumbermen at Golf

Thirty-two members of the Philadelphia Lumbermen's Golf Club braved a bleak wintery day on December 4 to play their favorite game of golf on the links of the Seaview Golf Club, Absecon, N. J. So goodly an aggregation of experienced sports on these grounds was an honor which the club much appreciated, as the Seaview Golf Club is a specially endowed one-man affair. It is owned by C. H. Geist, a wealthy lover of this fascinating outdoor exercise. The course is ingeniously laid out with all the little nerve-tickling and patience-trying devices, and for a new and untried ground the greens were pronounced in splendid condition. The occasion was made doubly interesting by the contest for two special prizes, which were won as follows: Low net ball, Horace A. Reeves, Jr., score 78, who received an order on the Spalding Sporting House for five dollars' worth of appropriate goods. The best ball of partners' prize fell to Edward B. Humphreys and James B. McFarland, Jr., who each received an order on the same firm for three dollars and a half worth of goods.

A select luncheon wound up a much enjoyed game, and after a rousing vote of thanks extended to Mr. Geist and the Seaview Golf Club the party left on the 4:45 p. m. bridge train for Philadelphia.

Doings of the Memphis Lumbermen's Club

E. E. Taenzer, a former president of the Lumbermen's Club of Memphis, who has gone to California to engage in business, was elected an honorary member of this organization at the regular meeting held at the Hotel Gayoso, Saturday, Nov. 28. His resignation was tendered some days ago and was received with a great deal of regret. Mr. Taenzer was for years one of the most loyal workers in the club, and the members were delighted at being able to confer this distinction upon him. In tendering his resignation Mr. Taenzer declared that there was nothing to regret about his decision to remove to California so much as the fact that it would cut him off from further active association with the members of the Lumbermen's Club of Memphis, with whom he has been thrown for years in very close social and business intercourse.

D. R. Trippett, southern purchasing agent for Taylor & Crate, Buffalo, with headquarters at Memphis, was elected an active member.

The election of officers for the ensuing year will be held December 19. The very close approach of this event brought forth statements from President Allen that he would appoint two nominating committees this week and that they would select their candidates and make their names known at the regular meeting to be held Saturday, December 12. Only one week is allowed for campaigning, but the members anticipate that this will be a very warm election, although nothing is known regarding the identity of any of those who will make the races.

The club went unanimously on record as favoring the abolition of the fee system in this (Shelby) county. It appointed John W. McClure as the representative of the club on the committees which are being appointed at the suggestion of the City Club. It is the idea of members of the Lumbermen's Club of Memphis that the substitution of fixed salaries for county officers and the payment of the fees into the county instead of to these men will result in substantial reduction in the tax rate.

F. E. Stonebraker, chairman of the special committee which was appointed to determine the best channel through which to forward the relief fund of $500 appropriated by the club for the relief of the Belgians at a recent meeting, said that the money had been turned over to the Memphis *Commercial Appeal*. This paper has forwarded it to the Belgian minister at Washington and the latter has sent it to the American commission at New York, which is engaged in purchasing food, clothing and other necessities for the relief of the suffering in that country. Mr. Stonebraker and the members of his committee were thanked for the efficient manner in which they had handled this matter.

Hal. R. Yocady was present. He is connected wth one of the departments of the New Orleans Association of Commerce and is spending much time in working up closer business relations between people of New Orleans and those of Latin America. He said that some very important steps had already been taken and that various departments had been established, covering trade opportunities, credits and other features. He thought the trade with Latin America belonged very largely to the people of the Mississippi valley states, and said that the opening of the Panama canal had provided an excellent opportunity. He did not think that anything was necessary beyond active co-operation on the part of business men of the Mississippi valley states, and he urged this. He said that New Orleans had a system of refunding transportation where people from Latin America made purchases up to a certain amount, and he recommended that Memphis adopt a similar plan under the auspices of the Business Men's Club. Members of the club listened with a great deal of interest to what Mr. Yocady had to say for the reason that they participated in the recent conference here looking to increased business with South and Central America, and because they are very anxious to take part in any movement which holds out promise of giving them new outlets for their products at a time when the European market is almost closed.

Pittsburgh Lumbermen's Club Holds Annual Meeting

The Pittsburgh Lumbermen's Club held its second annual banquet and entertainment in the German Club house on the evening of December 3. The event was by far the most successful ever pulled off by any lumbermen's organization in this city, and President Charles E. Breitwieser, as well as his fellow officers and the entertainment committee was warmly congratulated. Invitations to the event were printed on mahogany veneer and mailed to every retail lumberman in Allegheny county two weeks in advance. The program and menu were also printed on magohany. More than 150 lumbermen with their wives and daughters were present. A separate "Him" book was also a very attractive feature of the printer's art. A great variety of articles, including natty jewelry and toilet and household articles, were presented to the guests during the grand march. Every lumberman was disguised for that occasion with the most grotesque headgear, aprons, etc., while the lady guests dashed upon the ballroom floor clad in fierce looking habiliments of a "suffraget army." The grand march and the other ballroom stunts were in charge of Mrs. Bruckman, wife of the president of the Bruckman Lumber Company.

The banquet was a howling success. A splendid orchestra, fine soloists and side-splitting monologues, together with moving picture exhibits, would have made a fine two-hour program in themselves. The tables were beautifully decorated with smilax, and each lady was presented with an American Beauty rose.

The event of the evening was the masterful address of Carl W. Winderknecht, "the redwood king of San Bernardino, Cal." The big majority of his hearers were not only immensely delighted but also greatly amazed after the dinner to learn that he was a celebrated comedian from Pittsburgh, made up for the occasion. The address of welcome of President Breitwieser was an earnest plea for more co-operation in business and social life among the Allegheny county lumbermen.

Monthly Meeting Cincinnati Lumbermen's Club

The regular monthly meeting of the Lumbermen's Club of Cincinnati was held December 7. As a little diversion from the usual program on such occasions, the entertainment committee made its arrangements and held the meeting at the famous German Village, which is provided for just such parties by the Geo. Wiedemann Brewing Company just across the river at Newport, Ky. The novelty of a beefsteak and pitch potato dinner will long be remembered by those making their first trip. The dinner was a huge success and music was rendered during the evening by a colored quartet who had specially arranged parodies for the occasion and sang them to advantage, touching up many of the prominent members with their references to the particular hobbies of each. After a couple of hours of feasting and merrymaking, President Schmidt called the meeting to order. One of the first things taken up was the question of securing the next convention of the National Hardwood Lumber Association next summer and President Schmidt was urged to do everything possible to secure for Cincinnati this convention.

Chairman Eckman of the river and rail committee reported that much had been done toward preventing the proposed increase in lumber rates and at his suggestion a committee, composed of Messrs. Thoman, Dulweber and Morris, was named to represent the club at hearings on the rate question to be held at Louisville and Memphis shortly. Heretofore the club has been composed of wholesalers and manufacturers only, but at this meeting the bars were let down and all retail dealers in Cincinnati, Covington and Newport will be invited to join the club.

Announcement was made of the death of the wife of W. H. Schleyer of the Kosse, Shoe & Schleyer Company. Mrs. Schleyer had been ill for a long time, and much sympathy for Mr. Schleyer was expressed. A suitable floral offering was ordered sent.

The meeting was well attended and the attitude of the club in taking a very active part in the freight rate fight that is on has the support of a large majority of the membership.

With the Chicago Association

Following closely the announcement of the amalgamation of the Lumbermen's Club of Chicago and the Lumbermen's Association of Chicago, which will take place upon the occasion of the latter association changing its headquarters to the new Lumber Exchange building, the membership committee headed by Charles Westcott of the Hayden & Westcott Lumber Company, is making strong efforts to increase the membership of that already powerful organization. Mr. Westcott has gotten out a very striking letter which will surely bear desired results.

It is planned now the Chicago Lumbermen's Association will be located in the new Lumber Exchange building on May 1, 1915. The association will occupy practically the entire fourth floor. The building is situated at the corner of Madison and La Salle streets, the most central location in the business district, directly across from the La Salle hotel.

The association is enlarging its activities in keeping with its more pretentious quarters. Lunch will be served to members in the association's dining room. Unquestionably this will be the general meeting place of local lumbermen from all parts of the city.

According to present arrangements, those firms having no established headquarters in Chicago, are eligible to non-resident membership at an annual cost of $25, and any representative of such member or firm will be entitled to all the advantages of the association rooms.

The inspection department presided over by Chief-Inspector H. N. Hanbury has always been an important part of the association work and has become quite famous not only in Chicago but elsewhere.

Hardwood Association Has Annual Meeting and Banquet

All the old officers of the Northwestern Hardwood Lumbermen's Association were re-elected at the annual meeting held recently at the West hotel, Minneapolis, Minn. It was attended by more than thirty hardwood dealers of the twin cities and Wisconsin, and following the business meeting about fifty sat down to the annual banquet and later attended the Orpheum theater. President A. S. Bliss presided at the meeting. All officers were re-elected as follows: President, A. S. Bliss; vice-president, T. T. Jones; secretary, J. F. Hayden; treasurer, F. H. Lewis.

North Carolina Forestry Association

The fifth annual meeting of the North Carolina Forestry Association will be held on Wednesday, January 13, 1915, at Raleigh, N. C. The people of that state are taking hold of their forest problems in a way that promises better things in the future than in the past. The State Geological Survey is doing much forestry work under the direct supervision of J. S. Holmes, formerly of the United States Forest Service.

Definite Move To Establish National Trademark

Recognizing the opportunity for American industries firmly to establish American-made goods in all the foreign markets and to compete the fetish of imported goods which has so long held sway in the United States itself, and desiring to focus the movement which is already well under way to label all American-made goods as "Made in the U. S. A.," the Detroit Board of Commerce has offered a prize of $500 for the best "Made in the U. S. A." trademark. Because many cities such as Grand Rapids, Mich., which is famous for its furniture; Troy, N. Y., which is famous for its collars, and other cities similarly noted for certain products may desire to use the name of the city in connection with such a trademark, the prize of $500 is offered for a "Made in Detroit, U. S. A." trademark.

The rules of the contest state specifically, however, that the trademark must be national in its character, but that space must be provided for the name of any city. There will be nothing local about the accepted trademark. It must, however, be so spaced as to provide for the use of city names when a manufacturer or an industry so desires. Full information on the contest and rules are being sent to leading artists and designers all over the United States through the newspapers, national magazines, trade journals, art publications, etc. The contest is being brought before all who may care to submit trademark designs.

At the completion of the contest, the Detroit Board of Commerce will offer the design chosen to the manufacturers of the United States, other boards of commerce, the National Association of Manufacturers, the United States Chamber of Commerce and similar organizations. The Detroit Board of Commerce will present this trademark for gratuitous use in the hope that its general adoption may result in the labeling of all American-made goods with a standard trademark so that America and all the people of the world who buy in American markets may recognize the goods they use as made in the United States of America.

"We see in this contest a means in gaining a widespread support to the movement of American goods for American people," said Charles B. Warren, president of the Detroit Board of Commerce. "Our purpose is not simply to label American-made goods and to show the people of the world and our own people that American manufacturers are proud of the goods they make. At this time when the war in Europe has cut down our imports of foreign goods and when our own manufacturers are distributing American-made goods to all parts of the world in larger quantities than ever before, American industries have the greatest opportunity to build up an industrial prestige for the United States. It has seemed to the Detroit Board of Commerce that this prestige can best be gained through the universal use on American-made goods of the 'Made in U. S. A.' trademark.

"We have felt that the movements in this direction which have already been started lack organization. Nothing really definite has been done. True, some 'Made in U. S. A.' organizations have been started. Some individuals and a number of publications have given impetus to the movement. But we can never secure the proper marking of American-made goods without a trademark and the Detroit Board of Commerce is to initiate the movement in this direction.

"One of the greatest things we hope to accomplish by trademarking American-made goods is to convince American buyers that the goods we build in the United States are equal in quality to those which we have been importing in the past. I do not think there is an American manufacturer who will admit that he cannot build all of the necessities and most of the luxuries of life quite as well as the best European manufacturers. There has always been in the United States something of a mania for imported goods.

"I do not believe that the mere labeling of our products or that patriotic fervor will ever sell goods which are shoddy. Quality must always count in the long run. But if we do build quality products there is no reason why they should not sell alongside imported goods. The mere fact that an article is imported is not necessarily an indication of superiority in the product.

"It is an actual fact that the United States manufactures many things in every way superior to the same product made abroad. But in the United States we have been buying goods simply because they were imported. We have been hypnotized by the idea that a thing made in Europe is better than the same thing made in the United States. The European war has forced us to an awakening. The opportunity is before us. We have only to take advantage of it by capitalizing the fact that the goods we use are made in the United States of America."

This is the big thing that the Detroit Board of Commerce hopes to accomplish by giving the people of the United States a "Made in U. S. A." trademark. The vast possibilities of such a national trademark for American-made goods are at once apparent. In offering a "Made in U. S. A." trademark to the American people, the Detroit Board of Commerce hopes to see the adoption of this trademark for all kinds of goods, and in all American advertising.

The trademark which will be selected will not be copyrighted and will have no royalties attached to it. It is free to the American people. A gift from a patriotic civic organization in Detroit to everyone who is interested in promoting America's prosperity.

Cypress Manufacturers Meet

The regular semi-annual meeting of the Southern Cypress Manufacturers' Association was held at Hotel Grunewald, New Orleans, on December 2. Inquiries, looking toward an increase in business, are now much more active than at any previous time since the beginning of the European war. The meeting voted to increase the fund for advertising purposes. It has been found that advertising has resulted in an increase in business. It is now proposed to increase the advertising in farm papers, particularly in the states which have had large crops of grain. It is believed that many farmers will buy lumber this year for improvements on their farms.

With the Trade

Stearns Salt & Lumber Company Increases Payroll

The payroll of the Stearns Salt and Lumber Company at Ludington, Mich., for the first ten months of 1914 does not indicate that general adverse business conditions have struck hard there. The payroll totaled $427,254.96, and that was an increase of $70,000 over the first ten months last year. In a case like this may be seen the good results of talking business instead of grumbling about hard times.

The reason for this remarkable increase during adverse business conditions throughout the country was in part the determined effort of the Stearns people to keep the wheels turning, and partly a development in new business which came by reason of the well-known high quality of the Stearns' product. That this is a remarkably fine showing considering prevailing conditions affecting lumbermen will surely be conceded.

Eastern Concern Has Difficulty in Getting Logs

The Astoria Veneer Mills & Dock Company of Long Island City, N. Y., which specializes in sawing high-grade veneer logs on a custom basis, is finding its business very considerably restricted on account of war conditions which have prevented the importation of sufficient quantities of logs to keep veneer mills active. Of all of the veneers used it is reported that mahogany forms a very considerable per cent of the demand.

This wood is brought from Africa and other points via Liverpool, and shipments to this country have been very meager since the opening of the war. In fact, up to the end of November there was but one small shipment received at New York during the preceding two months.

The difficulty lies in the unwillingness of the ship owners to risk losing their possessions to hostile navies, and hence shipment from the mahogany producing section is very limited.

As a matter of fact, the demand is very good and prices seem to be looking up somewhat in this particular wood. Unfortunately the Mexican wood is also shipped irregularly on account of unsettled conditions in that unfortunate country.

A Specializing Flooring Plant

A highly efficient plant for manufacturing oak parquetry flooring has been equipped at Lexington, Ky., by the Federal Parquetry Manufacturing Company, and sales offices have been opened in the Flatiron building, New York. This plant has been laid out along scientific lines and with the sole purpose in view of turning out the very highest grade of product and upon a cost basis which is very favorable to the increased use and prestige of parquetry flooring. It is in no sense a side line proposition, but essentially a parquetry flooring plant. In addition to the advantages which will accrue from the special construction and equipment of this plant, its location at Lexington, Ky., provides shipping facilities of the very best via all lines to eastern and western points on advantageous freight rates. The company will cater to the carload trade, but for the purpose of supplying smaller demands and for the convenience of the trade at local places, it will carry a well assorted stock in warehouses in New York City, and in other places as soon as satisfactory arrangements can be made.

BIRD'S EYE VIEW OF THE PLANT AND YARDS OF THE FEDERAL PARQUETRY MANUFACTURING COMPANY, LEXINGTON, KY.

The accompanying illustrations will give not only a fair appreciation of the plant facilities of this company, but likewise the substantial supplies of oak lumber used in manufacture.

Fifty two kinds of oak grow in the United States, and most of them are regularly made into flooring. This company has separated the oaks as far as possible to insure uniform quality, and with the large supplies from which it draws, the uniformity of texture and color assured will be an important point in quality of its flooring, being produced entirely from one boundary of timber, ninety per cent of which is white oak. In specializing largely on herring bone strips, the company believes that it is meeting the greatest needs of the flooring trade. First, because it is a highly desirable floor, and secondly, it permits the architect to lay a long and wide floor to scale with large rooms and proportionately smaller flooring to scale with smaller rooms, at the same time assuring in both instances, uniformity of color not possible in strip flooring. The large quantities produced enable it to meet the wants of the trade in all particulars.

Its plant is equipped with the latest and best machinery and the tongues and grooves and end matching are mathematically perfect. The company has perfected a design of parquetry to lay over cement floors. The end matching machines are hopper fed and mate both ends of the piece at one time, giving absolutely accurate work, which is of the utmost importance in this class of manufacture. The dry kiln department has been built under the latest plans and system with steam and hot-air process. The kilns are built of reinforced concrete and hollow brick.

The company has studied the greatest efficiency in laying out its premises to handle and manufacture the raw product. All tracks are of one gauge. As lumber is received from the sawmill it is piled on trucks and allowed to dry there, as shown in accompanying pictures. The trucks are then run into the dry kiln, where the lumber is thoroughly kiln-dried, and, without being touched, is moved out into the flooring plant, which is completely tracked on two floors. Here the lumber is made into flooring, and when finished is returned to the trucks and run out of the mill and finally loaded direct into the cars. Thus the lumber from the sawmill of the company at Quicksand, Ky.,

ANOTHER VIEW OF MILL SHOWING TRACK ARRANGEMENT IN RELATION TO MILL AND DRY KILN DEPARTMENTS; GENERAL TRACK SYSTEM SHOWING METHOD OF HANDLING STOCK ON TRUCKS FROM THE SAW MILL THROUGH ALL DEPARTMENTS AND INTO CARS WHEN FINISHED.

travels all the way through the drying and manufacturing process into the cars on these conveying trucks, so that the stock used in the manufacture of this flooring never touches the ground from the time it leaves the saw until the finished product is put into the cars for shipment to destination.

All the departments of the plant are kept at even temperature, which is another necessary feature in the manufacture of high class flooring, while the finished stock, where not immediately shipped out on orders, is kept in a steam heated store-house.

In order to completely serve the trade with strip flooring, as well as with its own parquetry product, the Federal Parquetry Manufacturing Company has secured from the Mowbray & Robinson Company of Cincinnati, Ohio, the exclusive sale of the strip flooring to be made by that house at its plant. This strip flooring will be made from the same quality of oak as the products of the Federal company. The Mowbray & Robinson Company is one of the largest oak lumber producers in the world, with over 200,000 feet per day at three units.

R. Connor Company Charges Misrepresentation

In a statement to the press W. D. Connor, well-known lumberman of Marshfield and Laona, Wis., regarding the indictment recently returned against the Connor interests by the federal grand jury at Milwaukee, alleging misrepresentation of shipments by the Connor people, blames the Soo road, which, he says, is trying to get out of certain contracts by appeal to the Interstate Commerce Commission. Mr. Connor says:

"On returning to Marshfield from the North, the article in the press regarding the indictment of the Connor Lumber Company and the Laona & Northern Railway Company was brought to my attention for the first time. I know very little about the action of the grand jury, excepting what has been stated in the press. When this matter was before the jury, we were refused an opportunity to have our contracts and agreements with the Soo line presented by our attorneys or to appear personally before the grand jury.

"We have a contract with the Soo line entered into prior to the building of the Laona & Northern railroad, by us in good faith, and the contract made as a protection to us before we incurred the expense of constructing the road. The contract was drawn by and entered into at the solicitation of the Soo line, the agreements contained therein made with the traffic department and the legal department of the road, and the contract executed by its president in January, 1902.

"For eight years the terms of the contract were carried out in apparently good faith by the parties thereto until in January, 1910, some one for the Soo line conceived the idea that the 'Soo company' could get out from under the responsibilities and obligations of that contract by appealing to the Interstate Commerce Commission and pleading that the contract was illegal.

"The questions involved were brought before the Interstate Commerce Commission, and finally, after about two years' waiting, a decision was rendered holding the contract legal in part and binding between common carriers. On some points, however, the commission held with the Soo line. On the questions that the commission held with the Soo line, the United States supreme court has since passed, and the decision of the supreme court held that the decision of the Interstate Commerce Commission was illegal.

"Since 1910 the railroad company in every way that experts could manipulate tariffs and classifications, has undertaken to get around complying with the terms of our contract and to overcome the decision in our favor by the Interstate Commerce Commission, and later, the decision of the United States supreme court. If the juggling of tariffs can be held lawful, and if the Interstate Commerce Commission approves of and encourages such procedure by railroads, if a railroad can welsh on its contract and disregard its every obligation, then no person is safe in dealing with a railroad company or in making any contract with its officers, from the danger of being dragged into court if it suits the convenience of the railroad company. Then we may expect the indictment and the result of the peculiar laws that can be called into service for the convenience of the railroads.

"We hope, however, to have a day in court when we can hope for a fair and judicial decision on these several questions, which we will accept in good faith whether it is for or against us."

Illustrating a Famous Shipment of Hardwood

The movement of an entire train of hardwood lumber by a single shipper is a noteworthy achievement under any condition of the market. Under existing market conditions it is of especial interest, and if it be the first shipment of hardwood lumber to pass westward through the Panama canal it is really historical in its significance.

Such a shipment was forwarded by the Ferguson & Palmer Company of Paducah, Ky., from its mills at New Houlka, Miss., and that company may successfully claim the distinction of being the first shipper of hardwood lumber to utilize the great international waterway for the transportation of its product to Pacific coast points.

The shipment was loaded during the last days of October and was run special over the New Orleans, Mobile & Chicago railroad, "The Panama Route," from New Houlka, Miss., to Mobile, Ala., where it was transferred to the S/S "Peter H. Crowell" of the Sudden & Christensen Line, sailing from that port on November 16 for Pacific coast ports via the Panama canal and is scheduled to arrive at San Francisco early in December.

The difference of thirty cents per hundredweight between the all-rail rate and the combination rail and water rate on this shiument resulted in a material saving in transportation charges, and serves to emphasize in a most forcible manner the benefits that will accrue to shippers of all classes of commodities from the opening of this new waterway.

This item of interest was noted in a previous issue of HARDWOOD RECORD, but is referred to again in connection with the illustration which the Ferguson & Palmer Company has just sent to this office.

Change of Address

E. A. Sterling, forest and timber engineer, formerly at 1331 Real Estate Trust building, Philadelphia, has taken new offices at 925 Commercial Trust building, same city. The change of address includes the firm of Clark, Lyford & Sterling and the Philadelphia & Vancouver Timber Company.

Vestal's Victory

Ed. Vestal, the congenial and convivial secretary of the Vestal Lumber and Manufacturing Company of Knoxville, Tenn., landed in Chicago two weeks ago and soon was inquiring anxiously and mysteriously for information as to the best and quickest means of getting to Omaha. In fact, he carried this mysterious air a little too far. The consequence was that a number of hungry lumber salesmen became suspicious, believing that in some manner he had sighted a carload order for Knoxville. About train time the Twelfth street depot in Chicago was well crowded with commercial tourists whose jobs it is to talk entertainingly of the products of our forests. They all came determined to follow Ed as long as they were able to stand and to trail him to the treasure pot.

The disappointment was great when it was discovered that he had learned of their designs and had taken an earlier train, and their anxiety could hardly be contained until Ed arrived back in Chicago again the following Monday. The broad smile with which he greeted his friends when he stepped from the train sent their hearts down into their boots, as they knew he had accomplished that business for which he had made the trip and that further efforts on their part were useless. As they are all good fellows at heart they decided to give Ed the glad hand and congratulate him on his success, and appointed a spokesman to tender their heartiest congratulations. A rather unusual conversation then arose which went about as follows:

Spokesman (who believed that Ed had the order tucked securely in his wallet): "Ed, while you didn't play exactly fair with us in sneaking out on an early train last Wednesday, we all appreciate that it takes courage to accomplish what you have done and only hope that there won't be any kick when the goods are delivered."

Ed then replied with a patronizing smile which he bestowed impartially upon the entire circle of friends: "Yes, boys, he said I could have her."

The spokesman, wishing to extend his congratulations and well wishes a little farther and at the same time desiring to get a little more information so he could go after the next month's busines at the same plant said: "I suppose it had to be sound stock."

Disgruntled salesman who had more acrimony than good fellowship feeling: "Well, Ed, I don't want to say anything that will discourage you, but I had had some dealings with that party myself and am a little bit afraid you have been handed a lemon. The old man is about as crabbed

FIRST SHIPMENT OF HARDWOOD LUMBER TO GO TO THE PACIFIC COAST VIA THE PANAMA CANAL

a proposition as you could find and he wants you to give him your whole bank roll before he comes to terms with you."

Ed looking angrily at the new speaker—"Whadyamean, give my whole bank roll? Do you think I am arranging an across the ocean match with some count or other? Besides, who are you to call my fiancee a lemon?"

Then the secret was out. It seems that Ed had told the people back in the office, in order that the trip would not cost him anything personally, that it was a little business tour; that he was very anxious to see a prospective buyer back in Omaha. As a matter of fact he had just about completed arrangements with a certain young lady in that thriving city for their marriage in February. That is, the arrangements were completed with the exception of getting the consent of the prospective father-in-law, which ordeal Ed had been postponing from month to month for two or three years back. He finally decided, however, that as long as he had the task to perform he might as well face it now as any time and hence chose Thanksgiving day as the proper time for such an undertaking. He reasoned that were he successful in convincing his prospective father-in-law against the evidence to the contrary that he is an entirely desirable husband for that gentleman's daughter, it would be a proper occasion for thanksgiving, but that if he failed in this undertaking the churches at least would be open and he could apply there for consolation.

However, the reassuring smile which he carried all the way back with him and which we judge he still wears, told the story. Our only regret is that we did not have a court stenographer in attendance on this occasion, as we really believe Ed's appeal would be considered a valuable addition to the classic literature of this century. We tried to worm the gist of the conversation out of him, but he disclaimed absolutely any recollection of what he said or what answer he got. All he remembered, he says, is that when he entered the room where Mr. Prospective Father-in-Law was waiting he opened the conversation by saying: "Mr. Frantz, I have something to say to you." Anyway, he came out of the room alive, which to him is sufficient proof that his offer of his services as future son-in-law had been accepted.

The future Mrs. Vestal is the daughter of Robert Frantz of Omaha. The family originally came from Virginia and Mr. Frantz went West years ago at the request of his brother, ex-Governor Frantz of Oklahoma, who had settled in the West previously. He has lived out in that part of the country ever since. His daughter's name is Dorothy, and while no one connected with HARDWOOD RECORD has ever had the pleasure of meeting her, we know that Ed is a mighty discriminating individual and have drawn our own conclusions.

The wedding will take place in February, we believe, and the couple will reside at Knoxville in a fine new house which Ed has just about completed.

We almost forgot to say that he did sell some lumber in Omaha—four cars of it.

Death of Samuel H. Dyer

Samuel H. Dyer, one of the best known men in the eastern lumber field, died on December 1, at his home, Owen and Greenwood avenues, Lansdowne, Pa., a suburb of Philadelphia. Mr. Dyer started out for himself when quite a young man and learned the lumber business from the stump up. For some time he was connected with the Export Lumber Company of Boston, Mass., as inspector and loader of cargoes for foreign shipment, and for over fifteen years was associated with the Otter Creek Boom & Lumber Company as manager of sales, and was Philadelphia sales agent for the Atlantic Coast Lumber Corporation, which concerns jointly occupied offices in the Witherspoon building, Philadelphia. Mr. Dyer was a man of the highest integrity and greatly respected by everybody with whom he came in personal contact. His many business and personal friends extend their heartfelt sympathy to his bereaved family. He was fifty-four years old.

Otis Manufacturing Company Protests Mahogany Rates

Mahogany has been the victim of discrimination more flagrant than that which has been directed at any commodity which is hauled by the railroads, according to a brief filed last week by the Otis Manufacturing Company of New Orleans with the Interstate Commerce Commission. Between New Orleans and Dallas and Houston, Tex., the present rate is five cents over the Class D rates. The Otis company claims that the just rate should be five cents over the commodity rate applying on common lumber.

The case in which this matter is brought up is that of the Otis Manufacturing Company versus the Texas & New Orleans Railroad et al. The tariff governing these shipments places the rate on walnut, butternut, cherry and holly lumber five cents higher than the lumber rates (except cypress). This tariff names a rate of twenty-six cents New Orleans to Dallas on common lumber, making the rate on walnut and the other woods mentioned thirty-one cents. Mahogany is not given this rate. In the rate to Dallas it takes nineteen cents over the common lumber rating, or forty-five cents. The value of walnut is practically that of mahogany. The two have been given the same freight rates in other parts of the country.

Attention is called to the defendants' claim that the rate on common lumber to Texas points is greatly depressed. It is said to be subnormal, due to competition from the Pacific coast, but the Otis company claims that this is not the case. As Texas is a large producer of lumber, the business moving from other sections of the country is not of sufficient volume to have this influence on rates. Another argument of the carriers is that in Western Classification territory mahogany takes the third class rate. This, the complaints declare, is simply an oversight in a district where no mahogany lumber moves. It is an absurdity that doubtless would be corrected if the attention of the proper authorities should be called to the matter.

One of the arguments used to show that the Dallas rate is unjust is that it costs seven cents a hundred more to ship mahogany to Dallas than to Omaha, Neb.

A second brief by the Otis company asks for lower rates from New Orleans to Sturgis and Grand Rapids, Mich.; Goshen, Kendallville, Shelbyville and Connersville, Ind. These rates vary from thirty to thirty-three cents at present. It is claimed that they should be twenty-six cents. This rate was in effect from Gulf ports other than New Orleans until recently.

It is pointed out that a carload of sugar, which is worth more than a carload of mahogany and in the handling of which greater transportation risk is incurred, takes a lower rate from New Orleans to Grand Rapids. It is pointed out further that the carriers maintain same rates from Memphis to New Orleans and other Gulf ports on hardwood lumber.

Marcus L. Brown Dead

Marcus L. Brown, for forty years in the lumber trade in Indianapolis and Chicago, died at his home, 6033 Woodlawn avenue, Chicago, Sunday, November 29. Mr. Brown was a veteran of the Civil war in the Second Ohio Volunteer infantry. He was born near Moscow, O., November 27, 1841.

His widow, a daughter of Solomon Beard, a plow manufacturer of Richmond, Ind., a daughter, Alice E. Brown of Chicago, and a son, Arthur G. Brown, survive him.

Miles H. Wheeler Dead

Miles H. Wheeler of Neenah, Wis., who has been extensively interested in lumbering operations and who had amassed a considerable fortune in that line, died at Neenah about two weeks ago.

Mr. Wheeler was born in Clarenceville, Canada. He had resided in Neenah since he was twenty years old, being seventy-six years old at the time of his death. He leaves two daughters and a son.

Death of F. D. Bodeman

On November 11, at Nashville, Tenn., occurred the death of F. D. Bodeman, who had been known in the hardwood business since 1888. He began at Memphis, and spent most of his active life there. He was buried in Pine Crest Cemetery at Mobile, Ala., all members of his family being present. He leaves a mother, Mrs. S. L. Bodeman of Mobile; son Glenn of Denver, Colo.; two brothers, E. J. Bodeman of Little Rock, Ark., and E. C. Bodeman of Mobile, and one sister, Mrs. C. C. Moore of Memphis, Tenn.

Remarkable Veneer Logs

The accompanying is an illustration of the type of veneers from which the Sedro Veneer Company of Sedro-Woolley, Wash., manufactures its veneer stock. This is a representative carlot of Douglas fir logs which was shipped into the Sedro plant recently. The stock is manufactured into veneers and then into panels at the plant of this company.

These trees range in age from 400 to 500 years, and the consequent fine grain of the timber makes very beautiful figure.

Death of John T. Dixon

On Thanksgiving Day, November 26, 1914, John T. Dixon, owner and manager of The John T. Dixon Lumber Company, Elizabethton, Tenn., died in Rochester, Minn., where he had gone for treatment at the Mayo Clinic. His death was caused by pernicious anemia from unknown causes, from which he had suffered for many years.

Mr. Dixon was born in Baltimore, Md., on January 5, 1848. His boyhood days were spent in that city, where he began work as an office boy. In 1867 at the age of nineteen he went to western Maryland to take a position as weigh clerk at the mines near Lonaconing and later at Piedmont. In 1871 he went to Cumberland, Md., and entered the

VENEER LOGS CUT BY THE SEDRO VENEER COMPANY

[illegible] business, operating a line of [illegible] on the Chesapeake & Ohio canal, in which business he was [illegible] until 1880, when he went into the Cumberland Lumber Company of Ronceverte, W. Va., which he was general manager. This company operated in what [illegible] timber in Greenbrier and Pocahontas counties, which was floated down the Greenbrier river and sawed at Ronceverte. After the timber holdings of this company had been developed, he went into the hardwood business for himself. In November, 1901, he removed to Elizabethton, Tenn., where he did business under the name of The John T. Dixon Lumber Company up to the time of his death.

He was married in 1876 to Mrs. Helen V. Parker [illegible] McCreery, who with two sons, Harlow S. and Hunter L., survives him. The two sons will continue the business under the old name of The John T. Dixon Lumber Company.

Mr. Dixon was a man who loved work, and was successful and looked upon success as his reward. He had many friends wherever he had lived who regret to hear of his death and sympathize with the family in their bereavement.

Mr. Dixon was buried in Loudon Park cemetery in Baltimore, the city of his birth and boyhood, on December 1, 1914.

Pertinent Information

Rate Increase Suspended

It was announced on November 30 that increases in freight rate schedules to go into effect December 1 have been suspended until March 1. These tariffs include all advances in freight rates in Western Trunk Line territory. Those affecting class and commodity rates between the Missouri river and the Mississippi river, Chicago and St. Louis, and in a few instances rates affecting New England and eastern territory were also suspended. The effect of these suspensions will be [illegible] in the territory between Chicago and St. Louis and the Atlantic seaboard on all commodities that originate west of the Mississippi river.

The reason for this suspension is that while the railroads claim in a general way that the advance represented an average of about only ten per cent increase, the investigation showed that some of the increases were as much as thirty-five per cent, and this especially on commodities entering directly into consumers' expenses.

Memphis Freight Hearing On Ohio River Increases for January

The hearing before the Interstate Commerce Commission in the case involving the proposed advance of 18½ to 25 per cent on shipments of lumber and lumber products from points in the South to Ohio river crossings will be held in Memphis, January 13, and will continue about four days. These advances were suspended by the Interstate Commerce Commission, some time ago until December 28, and it is planned to [illegible] the hearings and to determine the issue before the latter date. It is understood that, after the hearing has been completed at Memphis, there will be another at Birmingham and still another at Louisville, Ky.

The officials of the Southern Hardwood Traffic Association are making good progress in preparing the necessary data with which to combat the efforts of the roads to put this advance into effect. In this connection it may be stated that they have received the assurance of the hearty support and co-operation of the Cincinnati Lumbermen's Club, the lumbermen of Chattanooga and those of Cairo. In order that the showing may be made as strong as possible, the association has already secured the services of a prominent Chicago attorney, Luther Walker, who will assist J. R. Walker of Washington, the regular legal representative of the organization.

The lumbermen here feel that this advance is all out of proportion to anything that is justified and they are preparing to resist in every way possible. They realize that such an advance would seriously impair their business and would put them in position where they would not be able to compete for much of the business which has been offering north of the Ohio river.

Big Claims Allowed Against Iron Mountain

According to the report of Special Master Judge J. G. Wallace, which was filed in the United States district court clerk's office on December 2, the claims for overcharges against the Iron Mountain and Cotton Belt railroads, growing out of the Arkansas rate cases, aggregate more than one million dollars. The exact amounts allowed by the special master are $845,433.86 against the Iron Mountain, and $215,903.74 against the Cotton Belt. The number of passenger claims against the Iron Mountain was 4,094 and aggregated $31,124.35, while the freight claims allowed by the special master numbered 6,573 and show a total claim of $814,309.51. The passenger claims against the Cotton Belt, numbering 1,355, call for an aggregate of $7,744.61, while the freight claims allowed number 1,896, amounting to $208,159.13.

The railroad companies will be allowed twenty days in which to file exceptions to the master's report, at the end of which time the report will be up for confirmation by the United States district judge.

These claims for overcharge arose out of the famous Arkansas rate cases, which began in 1908 when the railroads of the state secured a temporary injunction, and later secured a permanent injunction, by the United States district court of this place, against the railroad commissioners of Arkansas, to prevent their enforcing the two-cent passenger fare rate as provided by an act of the General Assembly of the state in 1907, and the rate as provided by Standard Freight Distance Tariff No. 3, which was promulgated by the commission under authority of the 1907 legislature. Appeal was taken by the Arkansas Railroad Commission from the decision of the district court granting the injunction, and on July 18, 1913, the supreme court of the United States reversed the finding of the lower court, and dismissed the injunction. Immediately thereafter Judge Trieber, United States district judge, appointed Judge J. G. Wallace special master for receiving claims for refund from overcharges which had been made by the railroads during the pendency of the case, from September 3, 1908, to July 19, 1913. Since the decision by the supreme court the rates as provided by Standard Freight Distance Tariff No. 3 have been in force, with the revisions that were made by the commission. The two-cent passenger fare rates have also been in force since that date.

In addition to the Iron Mountain and Cotton Belt there are about a half dozen small roads in the state, for which Judge Wallace was appointed special master. The claims against these roads, most of which have been taken over by the Iron Mountain since the litigation began, will amount to about $100,000, according to the reports that are now about ready to be filed by Judge Wallace. The Rock Island refund case was compromised several months ago, and claimants have been paid thereunder by Special Master R. P. Allen in that case. In the Rock Island case the railroad paid to the Arkansas Railroad Commission, for the benefit of the shippers and consignors, the sum of $100,000 in full settlement of all claims for refunds on freight shipments during the period of the litigation. After the claims were filed and pro rata figured, the claimants received thirty-seven and one half per cent of their claims. The refund for passenger fare overcharges on the Rock Island were paid in full, in assignable mileage, and [illegible] over $12,000 worth.

New Arkansas Demurrage Rules

Believing that the state should have a better set of reciprocal demurrage rules, the Arkansas Railroad Commission has been engaged for several weeks in compiling a new set of rules, which are now completed. It is the intention of the railroad commissioners to have these new rules replace those now in force, and they will be incorporated into Standard Freight Distance Tariff No. 5, which has also been recently completed by the commission, and which will become effective on January 1, 1915. However, before taking final action on the new rules the commission will give the interested shippers, consignees and railroads an opportunity to offer such objections as they may have to the new rules, and December 7 has been designated as the date for hearing such complaints. If the objecting parties fail to convince the commission that the rules contain some unfair provisions the rules will be adopted as they now stand, which are as follows:

(a) If any person, firm or corporation desiring an empty car or cars to be placed at any station, siding, spur or other point on a railroad in this state, where it is usual and customary for freight to be received and discharged, to be loaded with freight for shipment and transportation from such station, siding, spur or other point, to any point on any other line of railway in this state, shall make application in writing for such car or cars to the agent of said railway company at the station, siding, spur or other point where it is desired to load such car or cars, or, if there be no agent at such point, then to the agent of the railway company at the station nearest to such point, where there is an agent, or to a conductor in charge of a freight train operating through said station, stating in such application the character of the freight and its destination, it shall be the duty of such railway company to whose agent or conductor such application is made to furnish and place, within the time hereinafter prescribed and at the point designated in said application, the car or cars so applied for, whether such car or cars are intended, when loaded, for transportation to a point on the line of such railway company or to a point on the line of another common carrier in the state of Arkansas.

(b) When a shipper makes a written application to a railroad company for empty cars as provided in section A of this rule, they shall be supplied within three days from 7 o'clock A. M. the day following such application; when for five cars, or less, within five days from 7 o'clock A. M. the day following such application; when for less than two or more than five cars, and when for ten cars or more, within eight days from 7 o'clock A. M. the day following such application.

(c) For failure to comply with the provisions of Section A and B of this rule, the railroad failing to supply the empty cars applied for shall forfeit and pay to the shipper the sum of $1 per car each day or fraction thereof during which it fails to furnish cars after expiration of the time allowed for so doing, provided the application for said forfeiture is made in writing to the station agent or office of said company within thirty days after making request for such cars; and provided further that any shipper to avail himself of the benefits of this forfeiture herein provided, must at the time of making such application deposit $2 for each car applied for, this money to be retained by the railroad company in case the car is not loaded, and in case the car is loaded the said $2 shall be refunded to the shipper when bill of lading is issued.

The October Lumber Cut

The National Lumber Manufacturers' Association has published its report of lumber cut by members in October last. The following summary shows the result:

Cut October, 1913, 870,200,000 feet; cut October, 1914, 770,400,000 feet. Decrease, 99,800,000 feet, or 11.5 10%.

Shipments October, 1913, 839,000,000 feet; shipments October, 1914, 686,800,000 feet. Decrease, 152,200,000 feet, or 18 1/10%.

Cut October, 1913, 870,200,000 feet; shipments October, 1913, 839,000,000 feet. Cut more than shipped, 31,200,000 feet, or 3 7/10%.

Cut October, 1914, 770,400,000 feet; shipments October, 1914, 686,800,000 feet. Cut more than shipped, 83,600,000 feet, or 12 2/10%.

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Our four band mills have a capacity of 150,000 feet per day. We ship a Straight National Grade. Our stock will please you. Our Hardwood Flooring Plant has a capacity of 50,000 feet per day. We ship the best Hardwood Flooring on the market. Send us an order.

We have at present a well assorted stock of

15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum

Partial Dry Stock List

QTD. WHITE OAK
500M′ No. 1 Common, 4/4
100M′ No. 2 Common, 4/4

PLAIN WHITE OAK
80M′ 1s & 2s, 4/4
20M′ 1s & 2s, 5/4
500M′ No. 1 Common, 4/4
130M′ No. 1 Common, 5/4
10M′ No. 1 Common, 6/4
60M′ No. 2 Common, 4/4
10M′ No. 2 Common, 5/4
10M′ No. 2 Common, 6/4

PLAIN RED OAK
300M′ 1s & 2s, 4/4
140M′ 1s & 2s, 5/4
1000M′ No. 1 Common, 4/4
130M′ No. 1 Common, 5/4
10M′ No. 1 Common, 6/4
60M′ No. 2 Common, 4/4
10M′ No. 2 Common, 5/4
10M′ No. 2 Common, 6/4

BAY POPLAR
40M′ 1s & 2s, 4/4
200M′ No. 1 Common, 4/4
50M′ No. 2 Common, 4/4

POPLAR
20M′ Panel
20M′ 1s & 2s, 4/4
40M′ No. 3 Common, 4/4

SAP GUM
20M′ 1s & 2s, 4/4
10M′ 1s & 2s, 5/4
10M′ 1s & 2s, 6/4
180M′ No. 1 Common, 6/4
700M′ No. 2 Common, 4/4
350M′ No. 2 Common, 5/4
100M′ No. 2 Common, 6/4

RED GUM
10M′ 1s & 2s, 4/4
40M′ No. 1 Common, 4/4
10M′ No. 1 Common, 5/4
70M′ No. 2 Common, 4/4
10M′ No. 2 Common, 5/4

WHITE ASH
25M′ 1s & 2s, 4/4
10M′ No. 1 Common, 6/4
10M′ No. 2 Common, 4/4
25M′ No. 3 Common, 4/4

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Bad Effect on Wood Alcohol Market

The New York College of Forestry at Syracuse announces, as a result of recent investigations of the wood distillation industry, that the removal of the tariff on grain alcohol has hurt the market for wood alcohol to such an extent that it is now hardly profitable to produce it. The chief products of the destructive distillation of wood are charcoal, wood alcohol and acetate of lime. Charcoal is used for gunpowder, for fuel in the manufacture of iron, and for various poultry and animal foods. Acetate of lime is used almost wholly in the dye industries. Wood alcohol is used largely as a solvent and for various chemical purposes. Beech, birch and maple are the best woods for the production of wood distillation products. Heartwood is better than sapwood because it does not contain so large a percentage of moisture. Elm, chestnut and cherry are not desirable woods for the wood distillation industry because they contain too much tannin, gums, etc.

Increased Lumber Sales in China

A recent consular report says that a large increase of lumber shipments to Hankow, China, has taken place, owing to the building operations necessitated by the burning of the native city during the revolution of 1911 and to the construction of new railways. Large quantities of timber for crossties, mostly Japanese, arrived at Hankow during the summer of 1913. The hardwood came mostly from Japan and Singapore; practically all the crossties are Japanese oak. Of the soft woods imported, those from the United States amounted to 14,054,744 superficial feet, or about two-thirds of the total import. American lumber imports consisted of Oregon pine, western red cedar, and California redwood.

Recognizing the Value of Wood

The London *Timber Trades Journal* insists on putting in a good word for wood as material for shipbuilding, and cites a particular instance in the present war. It says that when the cruiser Hermes was torpedoed, the wooden sheath kept her afloat for about two hours, and thus gave time for the saving of many lives. It is understood that she was struck by three torpedoes. If this was so, the benefit of the wooden sheath is the more remarkable, and suggests that the absence of this in more recent warships may have something to do with such heavy loss of life in both navies. Wood has, on many occasions, temporarily lost its birthright, but scarcely ever permanently. Is this, then, likely to be a return in part to the "wooden" walls which have proved their worth in days gone by? If not altogether, then in conjunction with armor plate.

Army Tent Pegs

The demand for army tent pegs has been enormously increased in Europe by the calling out of some 20,000,000 soldiers, many of whom are housed in tents. These pegs are made of ash, and are octagonal in section, being about two inches in diameter and eighteen inches long. A stout wrought-iron band is run around the head to save splitting, and a wedge-shaped point of similar metal is riveted on at the business end—a circular hole is drilled through the side of the peg, and the article is completed. It is not reported that orders for any of these pegs have come to America, but there is no reason why some of the excellent and abundant ash on this side of the sea might not find a market on the tented fields of Europe.

American Hardwoods in England

The London trade paper *Timber*, speaking of American hardwoods, says that the furniture trade being practically shut down for the present, business in such a wood as, for example, red gum, is practically dead. Some business is being done in oak boards of inferior grade, and for ash and elm there is an intermittent demand, which now and then has reached good proportions. Stocks of all kinds of American hardwoods in first hands are not at all abnormally heavy, and are not likely to be materially added to while so many mills are closed down in the United States.

Black Walnut for Musical Instruments

It is reported from some of the centers of musical instrument manufacture that the indications of black walnut revival are being watched with interest. Prospects point to the use of that wood, which is generally acknowledged to be the finest American hardwood, becoming as universal as it was fifteen years ago. Since then it has dropped into the background in this country, though large quantities of it have regularly been exported abroad, the manufacturers of Great Britain and Germany having a high regard for that wood.

The reason for the interest of members of the music trades is that pianos and talking-machines made with walnut cases have long been popular, and in fact have been the chief sources of consumption for American walnut until the recent change in conditions in the furniture trade. The more general use of the wood in the furniture business will make it easier to sell walnut cases, as most purchasers buy pianos and talking-machines which harmonize with the rest of their furniture.

Various Uses for Sawdust

In Austria sawdust is mixed with tar to make fuel briquettes, of which one factory alone produces 7,000,000 a year. In Germany the sawdust is mixed with rye flour and made into a kind of bread, which is eaten by human beings as well as horses. One German bakery turns out 20,000 such loaves per day. In France sawdust is used for making dyes; in England it is placed in spittoons and in America it is shoveled under boilers to make steam.

Value of a Name

As a curious example of trouble which sometimes follows when American exporters do not carefully follow shipping instructions, it is said that on a shipment of ox yokes to Honduras the consigner was requested to declare them as agricultural implements, which are admitted to that country free of duty. These instructions were overlooked, and the shipper declared them as ox collars. There being no classification of that description they were classified and assessed as collars, taking a rate of twenty-one cents a pound. A correction was in time secured, but at much trouble.

Turkish Boxwood

Numerous trees known as boxwood grow in various parts of the world, but there is only one Turkish boxwood, and it has become so scarce that it costs ten times as much as mahogany. It has been planted all over southern and western Europe, but the wood grown there is lighter, and is inferior to the best that comes from the tree's native hills in Turkey and Persia. It grows in the same region that produces Circassian walnut, in the country south of the Caspian and Black seas. The tree seldom exceeds a height of twenty-five feet and a diameter of nine inches. Few logs are more than six feet long; and the majority that reach market are three or four feet long, and less than five inches in diameter at the big end. They are nothing more than large clubs, in size and shape. In fact, it is probable that the club which Hercules is armed with in books on mythology was fashioned after a boxwood billet of common form. The ancients were well acquainted with boxwood and used it for carvings.

The wood is yellow. High-grade (not cheap) carpenter rulers are made of it, and the color never fades. No sapwood is used, for the very good reason that there is none. It is a peculiar wood in that respect. Many kinds of trees have little or no heartwood, but few lack sapwood. The boxwood may have a layer of sap of the thickness of writing paper.

Planted trees in Europe and America grow with fair rapidity, and the annual rings are fairly distinct; but on its native hills its growth is very slow and the yearly rings scarcely visible. The wood varies greatly in weight; some of it is little heavier than hard maple, other sinks at once if dropped into water. It is very hard, but does not measure up with lignum-vitæ or ebony. It is about as hard as lilac.

The chief use of boxwood at present is by wood engravers who make cuts for the printing press. The old style "wood cut" was made with boxwood. Less of that class of illustrating is used now than formerly, because half-tones and zinc etchings can be made much more cheaply. Blocks for the engraver, if more than three or four inches square, must be made by splicing small blocks together.

Manufacturers of roller skates are large buyers of Turkish boxwood. Shuttle makers used to buy it, but it costs too much now. It is so scarce that trees are dug out and the roots made use of.

Boxwood from the West Indies is replacing the Turkish article, except where the best is demanded. The two woods look much alike, but the West Indies trees are larger, and the wood is of less pleasing color.

Feed Water Difficulties

"The problem of suitable feed water, although less serious in New England than in other parts of the country, is still a trouble-maker in many plants. The formation of scale and the softening of water are due to the simplest of chemical reactions, and by an analysis of the water a competent chemist can readily predict in advance the proper amounts of suitable chemicals necessary to prevent scale or corrosion, and not only save the company the expense of frequent boring and replacing of tubes but obviate the necessity of attempting to force heat through the same substance with which many of your steam lines are insulated. The services of a chemist," said Carl F. Woods, secretary of the firm of Arthur D. Little, Inc., Boston, when speaking before a group of street railway operators, "would prevent the purchase of a special compound at $1,000 a year which consisted of ninety-seven per cent water and three per cent molasses, or obviate the necessity of purchasing a mixture of soda ash, tannin and water under a brand name at eight cents a pound when the principal ingredient can be obtained for one cent a pound."

Sale for Forest Tree Seed

It would be difficult to say how many bushels of forest tree seed find sale yearly in the United States for planting purposes, but the quantity is large, and includes the seeds of both hardwoods and soft woods. Nurseries are the largest buyers, but many private purchasers swell the total. Most forest tree seeds, or at least large quantities, have come from Germany. Even the seeds of white pine and Douglas fir, which are strictly American trees, have been coming from Germany, after being collected from planted trees. Nursery stock of the same species, and of many others, has been supplied from Germany. Imports from there are now cut off, and it seems wholly unlikely that supplies can arrive in time for next year's planting. America should be able to supply tree seeds for its own people. All the kinds wanted are grown here, and there should be no serious obstacles in the way of collecting and marketing them. The government collects such as it needs for planting on lands of its own, but it will not be able to spare many seeds for private nurseries.

Wood Oil for Varnish

The Chinese at Hankow make considerable quantities of wood oil which is used in the manufacture of varnishes. The United States is one of the best customers for the oil. At the beginning of the European war the price in Hankow was $3.66 per 100 pounds. It fell soon after to $2.97; but it recovered and went higher than before. The latest quotations list the oil at $4.12. The rise in price is said to have been caused by large purchases in the Chinese markets by Japanese merchants.

Arkansas Forest Fires

The newspapers report that recent forest fires in Arkansas have done little damage because most of the burning was confined to brush lands, and that which ran through pine forests did not burn mature timber. That is one way of looking at it, but it relates to the present only. It is a mistake to suppose that no harm results from burning small growth. Such growth will some time become timber, if let alone. It is equally erroneous to suppose that fire can pass through mature pine forests without doing damage. It kills the seedlings, and thereby kills the future forest.

Hardwood News Notes

MISCELLANEOUS

The Emery Laib Furniture Company, New Albany, Ind., is out of business.

The Royal Furniture Company has recently been incorporated at Lenoir, N. C.

At Sheffield, Ala., the Tennessee River Veneer Company has filed a petition in bankruptcy.

The Philadelphia Hardwood Lumber Company has discontinued business at Philadelphia, Pa.

The Eastern Manufacturing Company, Bangor, Me., has increased its capital to $2,000,000.

The Red River Lumber Company, Akely, Minn., is increasing the capacity of its box factory.

The Martin Chair Company, Rowland, N. C., has been incorporated with a capitalization of $10,000.

The James & Holstrom Company has been incorporated at Richmond, Va., to manufacture pianos.

The Cook Furniture Company has been incorporated at Knightstown, Ind., with a capital of $10,000.

The Jos. Valverde Manufacturing Company, Scranton, Pa., is now known as the Valverde Fixture Company.

On November 30 fire destroyed the building occupied by the Purcellville Implement Company, Purcellville, Mo.

The Max Sash & Door Company, with a capitalization of $50,000, has been incorporated at Jersey City, N. J.

The Holderman Timber & Manufacturing Company has been incorporated at Strange, Okla., with $8,000 capital.

It is reported that F. B. Cannada of Akely, Minn., has purchased the planing mill of the Carpenter Company.

At Boston, Mass., the International Comfort Chair has been incorporated, its capital stock being $25,000.

The American Forest Products Company has been incorporated at Carthage, N. Y., its capital being $5,000.

The West Coast Box & Veneer Company, Seattle, Wash., has been incorporated with an authorized capital of $5,000.

An increase in capitalization has been effected by the Foster-Creek Lumber Company, Jackson, Miss., from $45,000 to $60,000.

At Webster Springs, W. Va., the Cook Lumber Company has been incorporated with an authorized capital stock of $25,000.

The Clay City Bending Company, Zanesville, O., with an authorized capitalization of $5,000, has recently been incorporated.

The White Lake Lumber Co.
Peoples Gas Bldg., CHICAGO, ILL.
Northern and Southern Hardwoods
CAR STOCK
WHITE PINE YELLOW PINE
High Quality—Prompt Delivery
WE WANT TO MOVE AT ONCE
5 cars 1" 1st and 2nd Basswood
3 cars 1" No. 1 Common Basswood
3 cars 1" No. 3 Common Basswood
Send us your inquiries
15 cars 1" Oak—all grades

Rockcastle Lumber Co.
C. L. Ritter Lumber Co.
OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD
Anything in Hardwoods
Huntington West Virginia

STEVEN & JARVIS LUMBER CO.
OF EAU CLAIRE, WISCONSIN
OFFER YOU STANDARD GRADES
WELL MANUFACTURED
ASH BASSWOOD BIRCH
ROCK AND SOFT ELM
HARD AND SOFT MAPLE
Stocks cut 4/4, 5/4, 6/4, 8/4, 10/4, 12/4
WRITE US FOR PRICES DELIVERED YOUR STATION

John G. Lockhart Lumber Co.
Sheboygan, Wisconsin
BIRCH LUMBER We have the following Log Run Birch all 10 foot and Longer.
250,000′ 5/4″ No. 2 & Better, 10′ & Longer
250,000′ 6/4″ No. 2 & Better, 10′ & Longer
250,000′ 8/4″ No. 2 & Better, 10′ & Longer
This stock is ready for shipment and we will sell it in carload lots or all together.
KINDLY SEND US YOUR INQUIRIES FOR BIRCH OR ANYTHING IN NORTHERN HARDWOODS.

OUR LINE
WEST VIRGINIA HARDWOODS

Embraces all the commercial specialties in this region.

We solicit the opportunity of proving this claim and offer the following list which

WE WOULD LIKE TO MOVE NOW:

1 car 1" firsts and seconds chestnut
3 cars 1" common and better chestnut
1 car 5/4" common and better chestnut
1 car 5/4" common and better red oak
10 cars chestnut telephone poles
3 cars 1½-inch slack barrel staves, 40 and 42 inches long
1 car 4/4" oak table tops, 40 and 42 inches long

Alton Lumber Company
Buckhannon West Virginia

MATHEWS STANDARD
Gravity Lumber Conveyer

Made of steel, ball bearing rollers twelve foot sections; easily coupled together and assembled to form line of any required length, over which lumber, flooring, dimension stuff, etc., will travel on a four per cent grade. Adjustable jacks supplied to support conveyer line and secure proper grade. Light, strong and easily portable. Been in successful use for past ten years.

Prices quoted on receipt of information as to lengths and widths of materials, and total distance to be conveyed. Send rough sketch showing requirement. Ask for catalog.

SPEED · MATHEWS WAY · MATHEWS GRAVITY · CARRIER COMPANY · LABOR SAVING · ECONOMY

Main Office and Factory
ELLWOOD CITY, PENN.

Branch Factories:
TORONTO, ONTARIO
LONDON, ENGLAND

The Novelty Wood Turning Company has been incorporated at Knoxville, Tenn., with an authorized capital stock of $5,000.

The Tidal Lumber Company has been incorporated at Mahoning, Pa., by G. H. Jones. The company has a capital stock of $28,000.

John M. Byrne, president of the J. M. Byrne Lumber Company, Kansas City, Mo., died on November 29 at his home at 3673 Janssen place, Kansas City.

James Gillies, Preston, Ont., is reported to be planning the manufacture of sash, window frames, etc., and to be in the market for machinery of that type.

The Paducah Lumber Company has been incorporated at Paducah, Ky., with a $25,000 capital. The articles of incorporation were filed by A. W. Lucas, of Paducah.

At Wilmington, Del., the Gustav Franklin Company has been organized to manufacture household, garden and table furniture, H. E. Latter being one of the interested parties.

W. H. Richardson has gone into business at Racine, Wis., to manufacture vehicles and implements. The style of his concern is the Racine Carriage Company, with a capital of $25,000.

The Wing & Figel Box Company has been organized at Bangor, Me., with a capital of $50,000. Its purpose is to own and lease timberlands, and Osgood S. Townsend is president of the company.

Goehring Manufacturing Company, Akron, O., manufacturer of sash, doors, blinds, etc., at Akron, O., has changed its name to the Brown-Graves-Vincent Company, and increased its capital to $200,000.

It is estimated that fires in Pennsylvania forests have caused damage to the extent of about $450,000. This summary was made by the Department of Forestry. The summary shows that 241,486 acres were burned.

CHICAGO

E. M. Vestal of the Vestal Lumber & Manufacturing Company, Knoxville, Tenn., passed through Chicago, November 30, on his way back to Knoxville from Omaha. Mr. Vestal was successful in placing some good orders at Omaha, and has written HARDWOOD RECORD from other points at which he has stopped after leaving Chicago, reporting equally as satisfactory results from his efforts.

E. D. Galloway of the Galloway-Pease Company, Saginaw, Mich., and Poplar Bluff, Mo., was in town about a week ago in conference with M. L. Pease.

W. W. Dings of the Garetson-Greason Lumber Company, St. Louis, Mo., spent a few days around Chicago recently.

C. B. Allen, manager of the veneer department of the Anderson-Tully Company, Memphis, Tenn., has been spending the last week with the Chicago trade.

The H. P. Nelson Company, Chicago, Ill., manufacturer of pianos, has filed a voluntary petition in bankruptcy.

J. H. Himmelberger, president of the Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo., stopped off in Chicago last week.

A. H. Norquist & Co. have commenced business at 1910 North Campbell avenue, Chicago, to manufacture furniture.

The Pilsen Screen Company and the Englewood Desk Company, both of Chicago, have filed involuntary petitions in bankruptcy.

NEW YORK

Announcement has been made of the engagement of Herbert Sumner and Miss Ethelynd Louise Nostrand. Mr. Sumner is one of the younger set of wholesale lumbermen of the city. The bride elect is well known [illegible] Brooklyn.

R. M. Lockwood of the Memphis Hardwood Flooring Company, accompanied by Mrs. Lockwood, spent several days in town last week. He says everything is fine at the plant and the new heavy machines are doing all that is expected of them.

C. W. Manning, local wholesale dealer in hardwoods, reports a better tone to things generally though the present demand is not brisk. He is just back from an extended business trip and encountered more encouraging signs than have been evident of late. Prices are still very uncertain and far from satisfactory. Gum lumber seems to be in better demand and prices for this stock are gradually improving.

E. S. Foster is continuing in the wholesale hardwood business at 81 East One Hundred Twenty-fifth street, the Woodbury-Foster Lumber Company having discontinued.

BUFFALO

Shirley G. Taylor of Taylor & Crate, accompanied by his wife, has gone South and though his trip is mainly a business one, they will stop for some time in New Orleans before returning. The company has not sold any of its cotton crop yet, but hopes to get a fair price for it. Its Mississippi sawmills are shut down at present.

The Buffalo Hardwood Lumber Company has been busy lately, having taken on a special order for nearly 1,500,000 feet of stock, which has to be shipped within the next few weeks.

R. D. McLean sailed for Cuba early this month on a business trip in the interests of the McLean Mahogany & Cedar Company. The company has lately taken an office in the White building.

Anthony Miller states that the hardwood trade has shown no improvement during the past month and that little stock is now being received. Conditions are not likely to show much change this month.

Blakeslee, Perrin & Darling are selling a pretty fair amount of cypress at present. The hardwood trade has not shown much improvement, though a better feeling prevails among buyers.

O. E. Yeager is attending the Rivers' & Harbors' Congress at Washington on December 9-11. The office of the Yeager Lumber Company states that cypress is in fair demand.

The H. T. Kerr Lumber Company is bringing down a stock of maple from the Mackinaw district of Michigan, but will leave the bulk of it for lake shipment next season.

W. K. Jackson has gone to the mills of Jackson & Tindle in Michigan for a short business trip. A new mill has lately been put up at Pellston to replace one that was burned.

F. M. Sullivan has been in Chicago lately on a business trip. T. Sullivan & Co. received one of the last of the lake cargoes of hardwoods to arrive here this season.

The Hugh McLean Lumber Company is doing some hardwood export business at present, but it is reported that since the war a big advance has been made in ocean freight rates, thus interfering with many shipments.

The project for an exposition building at Jamestown to accommodate exhibits of furniture is making some headway and the manufacturers have been assured a large sum toward its erection. Jamestown is an important furniture market and the new building would be a great help to the marketing of the furniture output.

A "Lumberman's Acquaintance Day" was announced to be held at the Chamber of Commerce on December 4, and a letter from President A. W. Kreinheder, of the Buffalo Lumber Exchange, urged every lumberman to be present and bring others with him. On the acquaintance committee of the Chamber of Commerce which looked after the affair were the following lumbermen: Charles N. Perrin, J. S. Hayward and John R. O'Toole.

PHILADELPHIA

A. S. Arthur, for many years connected with Pittsburgh lumber firms, has associated himself with the Highland Lumber Company, Inc., Seth, W. Va. He will look after the Philadelphia and surrounding trade and assist in the office work here. Mr. Arthur is one of the best-known young lumbermen in this field and his many friends will give him a warm welcome.

Harry Russell, for many years the head of Henry C. Patterson & Co., and later of Howes & Russell, has associated himself with the C. J. Decker Company, hardwoods, Asheville, N. C., which has opened office in the Bellevue-Court building, this city. Mr. Russell will be connected with the sales department.

The Philadelphia Hardwood Lumber Company, located for some years in the Real Estate Trust buldng, has retired from business.

The Henrico Lumber Company, Eugene W. Fry, president; Southern Transportation Company, of which Mr. Fry is treasurer and active head, and the Jessup & Moore Paper Company, E. W. Fry, vice-president, have jointly taken the whole of the eighteenth and part of the seventeenth floors in the new section of the Commercial Trust building, Fifteenth and Market streets. They are extensive manufacturers of Maryland lumber and pulp wood.

Frederick S. Underhill of Wistar, Underhill & Nixon, says they are getting a number of inquiries and some fair orders are booked. Prices, however, at this end remain unchanged while manufacturers of lumber are curtailing their output and asking stiffer prices in some lines.

Franklin A. Smith's Son, with large yard and mill located on the Schuylkill river below Spruce street, has sold out his entire business, yard, lumber, tools, etc., to the Yellow Pine Company of Philadelphia. J. Edward Smith, proprietor of the above business, has decided to take a much needed rest before again entering business. He is still associated with the Producers' Lumber Company.

J. E. Smith, Jr., son of the proprietor of Franklin A. Smith's Son, and formerly associated with this concern, was married to Miss Beatrice Myers on November 18. After a short honeymoon trip they are now settled at their home, 921 South Fifty-fourth street. Mr. Smith, now associated with the Producers' Lumber Company, is one of the popular young lumbermen in this city.

R. G. Scudder & Son, Camden, N. J., have removed their yard to White Horse Pike and City Line, in South Camden.

The Carolina Lumber Company, this city, was adjudged an involuntary bankrupt on November 23.

The Parke Noble Lumber Company, Jersey City, N. J., obtained a charter under New Jersey laws November 24. Capital, $100,000.

PITTSBURGH

The Universal Lumber Company has been organized by Aaron and Samuel J. Horvitz and William Lichtenstul of Pittsburgh to do a general lumber business in this city.

The Pittsburgh Industrial Development Commission is now represented

Indiana Oak
GUARANTEED

Do you remember from experience in the old days, that peculiar satisfaction in working the rich, mellow softness and smoothness of *real* INDIANA OAK?

You are probably leary of that term now as you don't *know* the origin of the stock purported to grow in this state.

In fact that very misrepresentation is the strongest endorsement of INDIANA OAK as *the* oak.

You would like to again experience that satisfaction if you could know that the stock you are offered is *just what you used to get.*

Your customers would be pleased if their goods showed that quiet beauty and even color and figure that for all time has given to goods made from INDIANA OAK an Individuality.

You can *please them again.* How?

Simply by buying a parcel of almost anything in lumber or Veneers from our yards. You can select from a full assortment. We positively carry no Southern stock and can prove it.

And remember We have built up our business by giving

Just a little better quality than you expect

Charles H. Barnaby
Greencastle, Indiana

HAVE YOU OTHER NEEDS FOR HIGH-GRADE HARDWOODS? WE CAN FILL THEM.

"ANDREWS" Dried Lumber is Better Lumber

"ANDREWS"
Products Represent Perfection, Reliability, Results

"Andrews" Moist Air Lumber Driers | Condensing —OR— Ventilated

Perfect Transfer Cars

Perfect Dry Kiln Trucks

Canvas Dry Kiln Doors
DOUBLE AND SINGLE

Write for Information

DRIER DEPARTMENT

The A. H. Andrews Co.
115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

SPECIAL PRICE FOR QUICK SALE:

No. 1 Com. Hickory:
8 cars 1½" to 4"

No. 1 Com. Poplar:
15 cars 5/8" to 4"

No. 1 Plain Oak:
20 cars 1" to 4"

No. 2 Plain Oak:
5 cars 1"

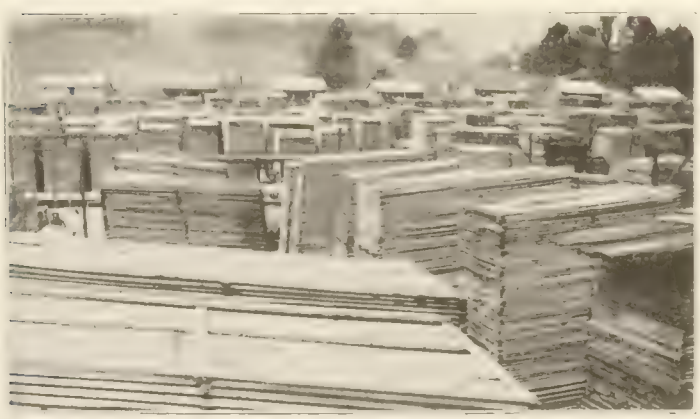
No. 1 Common Ash:
3 cars 2"
1 car 2½"

Goodlander-Robertson Lumber Company

MANUFACTURERS AND WHOLESALERS
HARDWOOD LUMBER

Yards and Office:

Kansas Avenue **Memphis, Tenn.**



Kentucky Hardwoods

1 car 1" 1s and 2s Chestnut, 25% 14-16' lengths, average 14" wide.
3 cars 1" No. 1 Common Chestnut.
5 cars 1" Sound Wormy Chestnut, 50% 14-16' lengths.
5 cars 1¼" Sound Wormy Chestnut, 50% 14-16' lengths.
2 cars 1½" Sound Wormy Chestnut, 50% 14-16' lengths.
3 cars 1½" Log Run Hard Maple, 60% 14-16' lengths.
4 cars 2" Log Run Beech, 50% 14-16' lengths.
5 cars 1" No. 1 Common Poplar, 40% 14-16' lengths.
2 cars 1¼" No. 1 Common Poplar, 60% 14-16' lengths.
5 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" No. 2 Common Plain Red Oak.
5 cars 1" No. 1 Common Plain White Oak.
5 cars 1" No. 2 Common Plain White Oak.
3 cars 1¼" No. 1 Common Plain White Oak.

Buskirk-Rutledge Lumber Co.
INC.
LEXINGTON, KY.
BAND MILLS: Quicksand, Ky., Straight Creek, Ky.

in London. Its agent, J. Rogers Flannery, has opened offices at 64 Victoria street and is lining up some big European orders for Pittsburgh firms.

It is reported that the Pittsburgh Plate Glass Company has sold the entire output of its Ford City, Pa., plant for the coming year. It is now making extensive additions to its plant. The company is one of the largest buyers of lumber in Pittsburgh.

The Greenville Steel Car Company of Greenville, Pa., which is a big buyer of lumber from Pittsburgh firms, has started work on an addition 90x400 feet to its plant.

Fisher & Besnecker are starting a new carriage works at Evans City, Pa., to replace the old Laderer factory which was lately moved to Zelienople, Pa.

The Central Pennsylvania Lumber Company now has 23,000,000 feet of lumber in its yards at Sheffield, Pa., as compared with 38,000,000 feet, which is a high water mark.

W. B. Wagner of Heshbon, Pa., has bought a tract of hardwood timber in Jackson township, Cambria county, Pa., which is estimated to cut 1,500,000 feet of lumber and 125 cars of mine posts. Operations will be started at once.

The Babcock Lumber & Land Company, of this city, has been granted full title to 10,000 acres of the finest timberland in Tennessee and North Carolina, after twenty years' litigation in city and federal courts. The property is valued at $500,000.

J. G. Marks of Altoona, Pa., has bought the planing mill and lumber yard of Edward O'Brien at Cresson, Pa., for $25,000.

The Whites Creek Lumber Company of Somerset, Pa., has applied for decree of dissolution and December 7 is set as the day for hearing the case.

The Elder Lumber & Mill Company, southside, Pittsburgh, Pa., whose plant was burned a few weeks ago with loss of $75,000, is stocking up a big yard with a splendid lot of hardwood and pine lumber and will be fully equipped to take care of its old trade by December 1.

The Wise Lumber Company of Pittsburgh, has been organized by Leslie W. M. Wise, Charles L. Reisenstein and Eugene B. Strassburger of this city to do a general lumber business.

J. N. Woollett, president of the Aberdeen Lumber Company, traveled through the South recently on a two weeks' trip. He found manufacturers there in very low spirits.

I. E. Herick of Watsontown, Pa., has bought a valuable tract here of [illegible] hardwood timberlands near Markosburg, Pa., and will cut it off at once.

BOSTON

The [illegible]th annual meeting of the Massachusetts Wholesale Lumber Association, was held at Young's Hotel, Boston, on December 2, and two well known hardwood men were elected to principal offices, viz: William F. Laterfield, president, and Charles S. Wentworth, vice president. L. C. Hayward was elected secretary and treasurer, with Arthur M. Moore assistant secretary and treasurer. The new charge for stop over privileges by the railroads which applies on so much lumber shipped from the South and West to New England was considered, with some difference of opinion as to whether it was proper or excessive or even any charge at all. The growing policy of consideration for the railroads was noticeable. After discussion and action on a number of other points the committee on incorporation reported as not favoring any change in the form of the association, but continuing as heretofore for the transaction of such business as the association might undertake. After adjournment, however, nearly every member remained for an informal meeting for the construction and incorporation of a new lumber association, laid down on different lines and designed to handle more effectively the new conditions and problems in the local trade. A committee was appointed to apply for a charter from the state of Massachusetts, and arrange matters for an organization meeting and election of officers. This will be held in the near future.

The sympathy of the entire trade is accorded Hon. John M. Woods in the death of his wife, Almira J. Woods. She passed away on December 3, after a long illness, and the funeral was held at their residence in Somerville on December 5, the interment being at Mt. Auburn.

Two new hardwood using industries are noted in the incorporations this week: The Warren Clock Company, with capital of $50,000 at Portland, Me., and the Oakville Wagon Works at Watertown, Conn., with capital of $25,000.

The Forest City Lumber Company has been organized at Portland, Me., with a capital of $10,000.

BALTIMORE

John T. Dixon, head of the well known firm of John T. Dixon Lumber Company, Elizabethton, Tenn., who died in Rochester, Minn., on November 26, was buried December 1 from the home of his brother, William E. Dixon, 1823 West Saratoga street, Baltimore. Interment was in Loudon Park cemetery. Mr. Dixon was sixty-six years old and is survived by his wife, two sons, Harlow S. and Hunter L. Dixon, two sisters and two brothers.

Clarence Cochran, a popular salesman who has been for years connected with the R. E. Wood Lumber Company, was married recently to Mrs. Florence A. Leydon, a widow of Rochester, N. Y. Mr. Cochran has been a widower for some years. He was showered with congratulations by the

office force, who attended the ceremony. Mrs. Cochran is expected to come to Baltimore to live as soon as she has arranged some matters that require her attention in Rochester.

The ship yard and three sawmills of Joseph W. Brooks, at Madison, Dorchester county, on the eastern shore of Maryland, were destroyed by fire on Friday night of last week, with a loss of about $12,000. There is said to have been no insurance on the property.

Mann & Parker, Inc., wholesale dealers in hardwoods, who recently moved to their new yard on President street, running through to East Falls avenue, are erecting a large shed there, having just completed a commodious one-story brick office. They are rapidly getting in their stock and expect to have a full assortment of hardwoods here for immediate delivery.

George W. Eisenhauer of the Eisenhauer-MacLea Company, has gone to Summit, in the Blue Ridge mountains, for the winter. Mr. Eisenhauer's health has not been good for some time, and lately his condition had become so unsatisfactory that he concluded only a change of climate could benefit him. The humidity and penetrating cold of the Baltimore winters threatened to keep him confined to the house all the time, and he resolved to see what the high altitude and dry air of the mountains would do for him. Meanwhile Daniel MacLea is giving close attention to the details of the business.

J. M. D. Heald of Price & Heald, wholesale hardwoods, Knickerbocker building, who was operated on some weeks ago, has so far recovered that he is able to take rides about the city and he has also visited his office several times. There is every prospect that he will be able shortly to resume active work.

COLUMBUS

According to the report of the Columbus building inspector for the month of November there were 141 permits issued for a valuation of $377,385, as compared with 175 permits and a valuation of $398,770 for November of 1913.

The Clay City Bending Company of Zanesville has been incorporated with a capital of $5,000 to manufacture wooden products. Andrew Kimble, Ross H. Kimble, F. A. Kimble, F. C. Kimble and J. E. Kimble are the incorporators.

The annual convention of the National Association of Builders' Exchanges of the United States will be held at the Virginia hotel, Columbus, January 26 to 28 inclusive. J. M. Vollmer of Louisville is secretary of the organization.

The Forest Lumber Company of Forest, O., has been incorporated with a capital of $10,000 to deal in lumber and building materials, by William H. Thornhill, Peter Kuntz, Martin Kuntz, G. F. Hill, H. C. Diefenbach and J. K. Payne. The company takes over the business formerly conducted under the name of G. W. Fox & Co.

At Erhart, O., the J. F. Hawry Bending Works has ceased operations.

The statement is given out by the state fire marshal that barring any large losses up to the end of the year, the total fire losses in the Buckeye state for the present year will be the smallest in years. The losses have been especially small during the past several months.

The Allen Lumber Company is the name of a new concern which has taken over the business of Charles F. Allen at Sabina, O.

The Pemberville Lumber Company of Pemberville, O., which was recently organized, will erect a planing mill and sheds.

The W. M. Ritter Lumber Company of Columbus has placed J. A. Walton in charge of Cleveland territory as salesman to take the place of H. P. Blake.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, reports an improvement in the hardwood trade in Columbus and central Ohio. Buying is better on the part of factories and the feeling in the trade shows improvement. Factories making furniture and vehicles are buying rather freely. Dealers' stocks are not large and they are loath to increase them under the circumstances. Prices have been fairly well maintained at the levels which have prevailed for some time.

J. A. Ford of the Imperial Lumber Company reports a better demand for the full line of hardwoods with future prospects appearing better.

Dealers in millwork are having a fairly nice run of business. This is due largely to the favorable weather which has permitted active building operations later than usual.

TOLEDO

An event of considerable note is the annual banquet given recently by the National Pole Company of Escanaba, Mich., at the Boody House, in this city, to high officials of the concerns which are its chief customers. It was stated that practically all of the twenty-five guests who enjoyed the spread were able to write acceptable checks for amounts requiring six figures. This banquet is in the form of a game dinner and is a yearly event, although on former occasions Chicago and New York have furnished the setting. The concern has a branch office in Toledo, in charge of J. E. Zeluff.

The Toledo Lumber & Sash & Door Company is a new organization, made up of practically all the lumber and sash and door interests in the city. Meetings are held once a month at the Commerce Club and discussions of general interest to the trade are indulged in. This is one of the features of the Commerce Club of Toledo, and many business interests hold these

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Hardwood Manufacturers and Jobbers

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¶ No guy wires.

¶ Write to O. M. Krebs, Mallory Branch, Memphis, Tenn., or to P. F. Fitzgibbons, Chattanooga, Tenn., for pamphlet fully illustrating and explaining the derrick.

Also ask for list of users.

friendly meetings. The officers of the new organization are: President, B. A. Stevens; secretary, Allen A. Smith.

The Booth Column Company is running light just at present, as orders have not been coming in as well as could be hoped recently. President Booth has a hopeful outlook, however, and predicts a heavy business a little later on after the inventories have been taken.

The Skinner Bending Company reports business a little slow at present, but states that this is practically a normal condition for the season.

INDIANAPOLIS

Philip C. Braun has been appointed receiver for the Ohio Valley Coffin Company, Lawrenceburg. The company is said to be solvent.

Mr. and Mrs. John H. Talge celebrated the twenty-fifth anniversary of their marriage December 2. Mr. Talge is president of the Talge Mahogany Company.

The factory of the Browdues Buggy Company, Martinsville, suffered a heavy loss by fire December 3. The origin of the fire has not been learned. The loss is partly covered by insurance.

Building operations in the city last month amounted to $265,190, as compared with $479,711 in November, 1913. Building has shown some improvement so far this month.

The National Quartered Oak Veneer Club expects to meet during the convention of the national association in Chicago, December 8. The Indianapolis Quartered Oak Veneer Club will hold its next meeting early in January.

MEMPHIS

As giving some idea of the smallness of the movement of timber in this part of the country, it may be stated on the authority of one of the officials of the Valley Log Loading Company that it is not handling more than twenty per cent of normal for this time of year. As a rule this company, which loads a large percentage of the timber brought to Memphis by rail and that likewise goes to a number of other milling centers in this section, is doing a very active business, as mills are making every effort to get a full supply of timber at their plants for their winter run. The stoppage of logging operations, however, as a result of the war in Europe, has resulted in a very limited amount of timber being offered to this or any other company for loading, and prospects are far from bright for a return to normal within the near future. As a matter of fact, it is conceded by hardwood lumber interests that the winter has already set in and that it is likely to be quite difficult to get out any timber of consequence until next spring. This view is very strongly held and is modified only by the possibility that there may be a milder winter than has been experienced in other years. It is pointed out that there has been comparatively little rain in this territory for the past three or four months and that considerable is due if the season is to average itself. It may also be stated in this connection that the firms which have their own loading facilities are accomplishing very little, so that, altogether, it may be said with authority that the movement of timber throughout the Mississippi valley region is extremely small.

Daniel E. Gore of Chicago, general chairman of the International Trade Conference, has appointed three Memphians as members of committees which will seek to carry out the work started by the meeting at Memphis two weeks ago. This conference has for its specific purpose the furthering of business relations between the people of the Mississippi valley states and those of Latin America. J. A. Goodman, president of the Commercial Trust & Savings Bank, is a member of the banking committee, while W. H. Russe of Russe & Burgess, Inc., is a member of the executive committee. Mr. Russe has been directly connected with the export business during a number of years and has heretofore sold the output of his firm very largely in Europe. The closing of the European markets by the war has made it desirable to secure new outlets, and for this reason Mr. Russe and other members engaged in the export trade have taken a very active interest in the conference and the purpose for which it has been launched. The appointment of Mr. Russe is regarded as an excellent one, as he is a man of large executive ability and has had much experience in dealing with problems of the character now confronting the conference.

Consolidation of the Louisiana, Arkansas & Gulf Railroad and the Ashley, Drew & Northern Railway, both Arkansas short lines, has become effective. The former has been in the hands of a receiver for some time, but this consolidation effectually puts an end to this procedure. J. M. Parker, former general manager of the Louisiana, Arkansas & Gulf, as well as receiver for that road, has become general manager of the consolidated lines. As a result of this consolidation it is proposed to rush to completion extension of the line from Crossett to Pine Bluff, where important connections will be made. These two roads have connections with the St. Louis, Iron Mountain & Southern, the Cotton Belt, the Rock Island System and the Frisco System at numerous points in Arkansas, and the two component roads have been quite important factors in the development of the timber resources in the territory through which they pass.

The Rockwell Manufacturing Company, Camden, Ark., which has been operating on half time for quite awhile, started on full time this week. It is announced that, after January 1, the company will put on night and day crews and work on double shift. It is engaged in the manufacture of screen doors and chairs.

The outlook for building operations is very much brighter, according to Jem Newton, building commissioner. He says that 1914 has proven

quite disappointing because of conditions which have been unfavorable for activity along this line. He says, however, that there are a number of costly structures which will be erected in the central part of the city in the near future and that plans have already been drawn for a number of manufacturing plants to be located in the industrial centers in or adjacent to Memphis. Architects here say that there is promise of greater activity than has been seen for some time and that they have been called upon to do a great deal more work recently. Contractors are also getting busier. Manufacturers of building materials of all kinds report that there is more demand for their output, particularly for delivery after the first of the new year. It is not anticipated that there will be very much increase in building activity during December, but practically all authorities in touch with conditions here believe that there will be a decided change for the better after the new year begins.

The Crystal Springs Manufacturing Company, Crystal Springs, Miss., has been incorporated and articles of incorporation have been filed with the county clerk of Berrien county, Michigan. The principal offices of the company will be at Crystal Springs, while the Michigan office will be at St. Joseph. The company, in its present form, is owned by Michigan interests. It will have its plant at Crystal Springs and will buy, sell, manufacture and trade in all kinds of lumber, veneer, fruit and produce packages, box shooks and crates. The capital stock is $50,000.

The Sudden-Christensen Steamship Company is putting five steamers in the Mississippi valley trade to run from New Orleans and Mobile via the Panama canal to San Pedro and San Francisco. Sailing dates will be the tenth of each month from Mobile and the fifteenth from New Orleans. Capt. I. N. Hibberd, general manager, has been spending some time in Memphis recently with a view to securing large enough tonnage to justify the beginning of operations. He says that he expects no trouble in accomplishing this purpose. He points out that the greater portion of the tonnage will be hardwood lumber and lumber products. The transcontinental roads are making an effort to secure a rate of eighty cents from Memphis to Pacific coast points on these products, while the rate via the Panama canal is fifty-three cents, a difference in favor of the steamship lines of twenty-seven cents. Capt. Hibberd believes that this is sufficiently large to get the business and he is very much encouraged over the outlook.

The Henry Maley Lumber Company, which recently decided to remove its plant from Yazoo City to Jackson, Miss., has already begun the necessary grading and has received some of the machinery. The latter has already been ordered and will be delivered at an early date. It is planned to have the plant in operation at the new location in about sixty days.

A. B. Newman of Chicago, and associates, have been spending some time in Arkansas recently, going over the properties which they acquired a short time ago from the Triangle Lumber Company at Clio. Included in the transfer were the big sawmill and hardwood plant, 42,000 acres of timber, and the Anderson & Saline River Railway, a line twenty-one miles in length. It is the intention of these gentlemen to undertake the early development of the properties in question. They want to get the timber removed from the land and cut the latter up into small tracts to be rented or leased for trucking and other agricultural interests. Something definite in connection with the plans of these gentlemen may be expected at an early date.

NASHVILLE

The Nashville Lumbermen's Club at the last weekly meeting decided to change the hour of holding meetings to 6 o'clock in the evening and to hold two meetings monthly instead of weekly meetings. President Henderson Baker presided, and was instructed to appoint a committee to arrange programs for the meetings. Hamilton Love, T. R. LeSueur and Chas. M. Morford were named. The committee will select speakers and get up live programs for the meetings. Some of the lumbermen at the meeting reported more inquiries and signs of improvement, while many reported trade quiet and unchanged.

A new heading factory has started at Centreville, Tenn., turning out 25,000 pieces the first day, and the Buckeye Spoke Company at the same place, which has been closed down for several weeks, has resumed operation. Houston & Liggett of Columbia, Tenn., are having a new slat mill erected at Chapel Hill, Tenn., and will build about twenty-five houses for homes for employes.

The Chestnutt Lumber Company, which has business here, has registered its charter in this county. The company was organized in Alabama, with $5,000 capital stock, and is composed of R. N. Chestnutt, Sr., R. N. Chestnutt, Jr., Omar Chestnutt, H. T. Campbell and John C. Jared.

George W. Steagall, who was for many years a prominent lumber dealer and manufacturer at Tullahoma, Tenn., died at the home of his daughter, Mrs. B. K. Kingree, in Shelbyville. Mr. Steagall operated large plants at Tullahoma for many years. The remains were taken to Tullahoma for interment.

BRISTOL

Beveridge & Taylor, Inc., of this city, who last week purchased an additional boundary of timber near Glade Spring, Washington county, Va., is preparing to at once install mills. The firm is confident that business will be better in the spring and, acting upon this belief, is going ahead with its plans.

The Pittsburgh Lumber Company, which has a large mill at Hampton, Tenn., is one of the few large manufacturers in this section still operating. The company is working part of the time at night.

The Atkins Lumber Company will soon have its new mill at Atkins, Va., ready for operation. The company will cut about 40,000 feet of hardwood stock daily. The railroad is now about completed. H. G. Guyan of Humbert, Pa., is largely interested in the development, having purchased an area of 21,000 acres of timber for the company, estimated to be a fifteen-year cut.

A distinct shock to the hardwood men of this section was the death at Rochester, Minn., a few days ago of John T. Dixon of the John T. Dixon Lumber Company of Elizabethton, Tenn., who had gone there for an operation. His body was returned to Elizabethton for burial. He had for a

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MEMPHIS

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Manufacturers and Shippers Hardwood Lumber
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MANUFACTURERS OF
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SPECIAL BILLS LONG STOCK
OAK, ASH and CYPRESS
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VANDEN BOOM-STIMSON LUMBER COMPANY
Manufacturers ... Hardwoods
Quartered Oak a Specialty
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[illegible] recently acquainted with the hardwood industry [illegible] previous to coming to Louisville, at Rowlesburg, W. Va. He is survived by his widow and two sons, Hubert L. and Harrow S. Dixon. He leaves a large estate. He was well known in lumber circles in the East, where he formerly had important connections.

There is little doing at this time around the walls of Bristol, except on one or two planing mills. The lumbermen here are "taking it easy," to use the expression of one of them, until business picks up which they think is not far distant.

One of the largest lumber purchases that has been made in this section in a long while and one that is important, in view of existing business conditions was made by Eugene Galyon of the Knoxville Lumber & Manufacturing Company. It consists of seven train loads or 145 cars.

LOUISVILLE

The Louisville Hardwood Club heard a most interesting and enlightening talk recently on the operations of the Federal reserve law by Henry D. Ormsby, cashier of the National Bank of Kentucky, the largest bank in Louisville. Mr. Ormsby described the law itself, incidentally saying that the Aldrich-Vreeland measure, its immediate predecessor, had proved its value, and that the issue of emergency currency under it had undoubtedly prevented a very serious situation during the past fall. He said that one of the benefits of the new law is the release of over $200,000,000 of currency which has heretofore been kept as reserves by various banks. The reserve cost has been reduced by the measure, enabling this great amount of money, which in many cases has been kept in the vaults, to be put to use. He also predicted that lumbermen and other business men would shortly be saved a great deal of money by reason of making all checks at par, as the banks of the Federal reserve system worth par anywhere in the country, thus eliminating collection charges. The lumbermen listened with keen interest to the address and following it Mr. Ormsby answered a number of questions relative to various phases of the new banking system.

Some talk of the establishment of a traffic bureau by local lumbermen has been going the rounds of late as the result of the numerous railroad rate matters which the hardwood trade has had to consider. Louisville is one of the few large cities in this section of the country which is without a central traffic organization, and the lack of such a proposition has been keenly felt. T. Smith Milton of the Churchill-Milton Lumber Company is one of the most earnest advocates of a traffic bureau, and has proposed that the lumber trade start the proposition and take it up with other business men. He believes that it would be easy to raise $5,000 a year for the support of the enterprise, inasmuch as the benefits to be derived would be very much in excess of this sum.

Forestry matters have been put prominently before the public of late by reason of the aggressive work which the state forestry department, of which J. E. Barton is head, has done in fighting the fires which have broken out in number in eastern Kentucky. Until the past year or two there was no organized methods of handling the fires and they did great damage, which, however, was never made the subject of statistical study, so that it was impossible to determine just how much the state was losing. His records for the first eleven months of 1914 show that there have been 101 fires, costing the state $100,000. Inasmuch as the loss heretofore has been much greater, on account of the absence of organized opposition to the fires, it is evident that the state has been suffering a great loss every year through the destruction of timber.

On account of the persistent fight which it has had to make against the Louisville & Nashville Railroad to secure what it regarded as tolerable [illegible] the Ohio Valley Tie Company of Louisville was generally congratulated on its success in its damage suit against the railroad, the court of appeals having handed down a decision affirming a judgment in favor of the company for $56,871. The tie concern alleged that the railroad was trying to put it out of business, so that it would have no competition in the purchase of ties along its lines, and that it raised rates, refused to furnish cars, refused to deliver cars to customers of the tie concern and in other ways made carrying on its business a losing proposition. The tie company, of which C. P. Bush is president, has won cases before the State Railroad Commission, the Interstate Commerce Commission and the civil courts, all requiring the Louisville & Nashville to charge only the lumber rate for carrying ties, and to furnish adequate accommodations.

One of the most interesting social events of the year was the wedding of Miss Elizabeth Parrett Jenkins and Mr. Samuel Castleman Mengel, which took place November 25 at the Fourth Avenue Methodist church. After the wedding the couple left for North Carolina, and on their return they will be at home with Mr. Mengel's parents, Mr. and Mrs. Clarence R. Mengel. Col. Mengel is president of the C. C. Mengel & Bro. Company, and Samuel Mengel is connected with the concern.

The Mutual Wheel Company of Paducah, Ky., has filed a complaint with the Interstate Commerce Commission against the Nashville, Chattanooga & St. Louis and the Illinois Central, alleging that switching charges which are imposed in transferring logs from its river landing to its plant are exorbitant. The total charge which the company is paying is $7 a car. The company asks for reparation as well as an adjustment of the charges.

W. P. Brown, the retired head of the W. P. Brown & Sons Lumber Company, was in Louisville Thanksgiving and ate turkey with his sons, Mart and Graham Brown, at their apartment in the Weissinger-Gaulbert. The other members of the family were also present, and the event was a very delightful party. Mr. Brown is not entirely well, but enjoyed the trip to Louisville very much.

ST. LOUIS

November receipts of lumber by rail into St. Louis, as reported by the Merchants' Exchange, totaled 14,503 cars. In November, 1913, the receipts totaled 14,432 cars, showing an increase during November this year of 71 cars. Shipments of lumber by rail in November, 1914, were 9,702 cars. In November, 1913, shipments were 11,998 cars, a falling off this November of 2,028 cars.

In a letter sent out last month by Charles E. Thomas, chairman of the traffic committee of the Lumbermen's Exchange, some very important information was given to hardwood lumbermen. In the letter it was stated that the Public Service Commission had been asked by the Missouri railroads for a hearing in regard to permission to advance their schedules of state rates, and the Public Service Commission set December first on which the hearing was to be held.

The hearing was held as per schedule and quite a few local hardwood

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WE OFFER THE FOLLOWING
Band Sawn Stock
4/4 Com. & Better Sap Gum
4/4 Com. & Better Red Gum
6/4 Com. & Better Red Gum
5/4 & 8/4 1s & 2s Red Gum
Quartered and Plain Red and White Oak
This stock contains a good percentage of 14' and 16' lengths and is of excellent widths
W. W. GARY, INVERNESS, MISS.
HARDWOOD LUMBER AND LOGS

lumbermen were in attendance. Among them was Mr. Kaufmann, traffic manager of the Thomas & Proetz Lumber Company of St. Louis. The hearing was still in progress in Jefferson City at the time this letter was closed.

Word has been received here that there will be a hearing on the I. & S. Docket No. 520, on rates on lumber from southern points to the Ohio river crossings and other points, by the Interstate Commerce Commission at Birmingham, Ala., on December 18, at Memphis, Tenn., December 13, and another at Louisville, Ky., on December 19.

The two nominating committees of the Lumbermen's Club, the one appointed by the chair, composed of C. W. Jurden, P. F. Cook and W. J. Yardley, and the one named from the floor consisting of R. J. Pine, Thomas C. Whitmarsh and R. J. Price, who were to elect names for officers to be voted on at the regular yearly election to be held December 15, have made their reports. Each committee met separately and then met together. They have made up the same slate, so there will be no competition at the election. For president, W. E. Barns of the St. Louis Lumberman; first vice-president, C. A. Antrim of the Antrim Lumber Company; second vice-president, F. J. Riefling, secretary of the Geo. W. Miles Timber & Lumber Company; treasurer, C. P. Jennings of the Berthold & Jennings Lumber Company; secretary, O. A. Pier, and statistician, W. F. Biederman.

The meeting at which the election will be held will probably take place at the Planters' hotel on the date already mentioned.

LITTLE ROCK

The Fee-Crayton Lumber Company of Dermott, Ark., has reopened its plant at Dermott. This company is engaged in the manufacture of hardwood lumber, and was closed immediately after the breaking of hostilities in Europe. The output of the concern now is being sold to American trade.

The large handle factory at Fisher, in Poinsett county, Ark., was recently destroyed by fire.

Litigation over the Virgin Timber Company's holdings at Pine Bluff and Clio, which began more than a year ago, has terminated, and A. B. Newman of Chicago now holds a deed to the property, valued at $450,000. The old Virgin Timber Company has surrendered its charter to the secretary of state, but Mr. Newman has been in Arkansas recently looking over the property, and it is thought that he will arrange to start the plants within the next year.

Hundreds of fine specimens are being gathered and prepared for shipment to the Panama Pacific Exposition from Arkansas, among them being some that are declared by the experts in charge of the packing to be of unusual interest. These exhibits will be placed by the commission in charge in the Arkansas building, which is now about two-thirds finished. The commissioners declare that the building and all exhibits will be finished and in place by the time of the formal opening of the World's Fair. The Arkansas building will be unique in that it will be finished exclusively of Arkansas native woods. Each of the sixteen rooms of the building will be finished in different kinds of wood, among which oak, gum and other hardwoods will play an important part.

WISCONSIN

The National Toy Manufacturing Company has been incorporated in Milwaukee with a capital stock of $10,000 by A. L. Hentzen, A. C. Dick and A. L. Kleinboehl. Mr. Kleinboehl, who will head the new concern, says that he hopes to have the plant in operation by the opening of the new year. Only wooden toys will be turned out. Adolph Boehner, a toymaker, formerly of Germany, will be factory superintendent.

Miles H. Wheeler, a pioneer lumberman of Neenah, Wis., died on November 27 of heart trouble. He was seventy-six years old. Mr. Wheeler had amassed a considerable fortune in the lumber business. He is survived by two daughters and one son.

Benjamin S. Nuzum has resigned as manager for the Nuzum-Hunter Lumber Company at Readstown, Wis., and has joined the traveling sales force of the Goodyear Lumber Company of Tomah, Wis.

The Winter Lumber Company, Sheboygan, Wis., well-known manufacturer of fixtures, has moved its offices from its North Eighth street building to its factory proper. The former office structure will be used by the sales and display departments.

The J. S. Stearns Lumber Company has closed its sawmills at Washburn and at Odanah, Wis. The plant at Odanah is now being overhauled and will be placed in operation again soon. The company is operating three camps at the present time and expects to open more by the first of the year.

The Moore & Galloway Lumber Company of Fond du Lac, Wis., has opened a new camp at Galloway, which was dedicated recently at a banquet and dance. The company maintains five camps at Galloway.

The Stevens Lumber Company of Rhinelander, Wis., recently closed its sawmill after making what it believes to be its record cut, consisting of 17,500,000 feet. The plant will be placed in operation again about February 1.

The Wisconsin Seating Company of New London, Wis., is completing the erection of a new three-story building, which will be ready for occupancy soon after the first of the year. The company's offices will be located on second floor.

The Scott & Howe sawmill at Hurley, Wis., has been closed down for repairs, after a steady run of nearly a year. Operations will be resumed

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Can furnish anything in Oak, air dried or kiln dried, rough or dressed
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3 Cars 1″ No. 3 Soft Elm
5 Cars 1½″ No. 3 Soft Elm
2 Cars 1″ 1s and 2s Birch
3 Cars 2″ 1s and 2s Hard Maple
10 Cars 5/4″ No. 2 Common and Better Birch

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Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4	No. 3 common	70M 4/4	No. 1 com. & bet. plain
30M 1x4	No. 2 and 3 common	100M 4/4	No. 1 com. & bet. red
15M 5/4	No. 1 com. and better	5M 5/4	1st and 2nd red
25M 5/4	No. 1 common	10M 5/4	No. 1 common red
10M 5/4	No. 2 common	6M 5/4	No. 1 common plain
20M 5/4	No. 3 common	3M 6/4	1st and 2nd plain
13M 6/4	1st and 2nd	13M 6/4	1st and 2nd red
15M 6/4	No. 1 common	4M 8/4	1st and 2nd plain
15M 6/4	No. 3 common	6M 8/4	1st and 2nd red

WHITE OAK		ROCK ELM	
10M 8/4	No. 1 and No. 2 com.	50M 8/4	No. 2 com. and better

HARD MAPLE
40M 8/4 No. 2 common and better

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Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.
High Grade
Northern and Southern
Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

at the plant in about a month. The company's planing mill is operating full time.

The sawmill and cheese box factory of the Creamery Package Manufacturing Company at Butternut, Wis., have been purchased by Howland & Waltz of Butternut and Minneapolis. Business men of Butternut are encouraging the purchasers to open a woodworking plant.

V. L. Osborn of the Scott & Howe Lumber Company of Oshkosh, Wis., was elected a director of the Wisconsin Manufacturers' Association at the annual meeting held in Milwaukee recently. Many Wisconsin lumber concerns are affiliated with the organization.

DETROIT

W. J. and R. E. Clesbrough have bought the sawmill property of the Athens Hardwood Company at Athens, Mich., and will remove it to tracts of timber near Trout Lake, where they will operate under the name of the Williwah Lumber Company. They own about 100,000,000 feet of hardwood near Trout Lake.

Henry Stephens of Waters, prominent Michigan lumberman, is a candidate for regent of the University of Michigan. He is a graduate of the Universities of Michigan and Harvard and a post-graduate of the Universities of Heidelberg and Vienna. One of his hobbies is clean athletics.

The I. Stephenson Company's flooring mills at Wells will suspend operations within a short time. The company has a large stock of flooring on hand and reports the demand light. The company's big sawmill at Wells has been closed for some time and there is little or no prospect of a resumption of operations before spring.

The stockholders of the Ross Cabinet Company of Otsego, Mich., have appointed a committee to solicit financial support from the citizens of Otsego. If it is not forthcoming, directors say, the company will have to close its plant or remove to a place where support will be given. The company has been employing forty men and has plenty of orders to keep the plant busy, but the capital necessary for operation is lacking.

The Scott & Howe Lumber Company's sawmill at Ironwood has resumed operations on a single shift after a shutdown of several weeks for repairs. A night shift will be added later.

Herman and William Holmes of Crystal Falls are doing considerable logging on a large tract of timber recently acquired near Michigamme.

John C. Scott, Vanderbilt lumberman, has presented the state of Michigan with a bill for $2,500, representing damages to his timberlands by hunters licensed by the state. He has taken the stand that the state has no power to license hunters to hunt on lands other than those owned by the state.

The Baraga Lumber Company has finished the season's cut at its sawmill at Baraga. More than 9,000,000 feet of lumber were manufactured this season. The run was started early in the spring and has been continuous. President Hillyer of the Baraga company announces the company will cut 6,000,000 feet of logs at two camps near Point Abbaye this winter.

D. N. M. Leod, Garnet lumberman, announces that he will operate in the woods this winter as extensively as in other seasons. He believes business conditions will improve greatly in the next few months. Labor is plentiful this season, which fact will enable cheaper operations in the woods.

In recent shipments the North American Construction Company at Bay City has received 528,474 feet of lumber on the steamer Prentice and 505,000 feet on the barge F. M. Knapp, both loaded at Hancock. The Bradley-Miller Company, also of Bay City, has received considerable lumber from Ontario ports.

Following the installation of a dry kiln the Dunham stave mill at Leota, Mich., has resumed operations.

The Hemlock Lumber Company is building an addition to its planing mill at White Cloud, Mich.

The Besinger & Brandel sawmill and handle factory at Shiawassee has resumed operations.

W. L. Babitt has purchased the retail lumber business of W. F. Phillips at Niles, Mich.

Through the efforts of the Business Men's Association of Ontonagon the Greenwood Lumber Company will continue to operate its sawmill at that place. The mill has been idle, and it is now expected that operations will be resumed within a short time.

W. B. Ewing of Chelsea is removing the Geesey sawmill, a landmark at Dowagiac, Mich., to Wayne county, where he has purchased a tract of timber containing about 75,000 feet of oak and 225,000 feet of other timber, mostly hardwood.

Edwin T. Corwin and C. D. Riley of Ontonagon have formed a partnership and will cut about 1,000,000 feet of hardwood near Norwich Road. Camps are now being established.

The Hardwood Market

CHICAGO

There is not very much more lumber moving now than for several weeks past, nor is there a very strong likelihood that there will be a marked increase in actual shipments to local factories. However, there is unanimous optimism based on a distinctly more favorable tone among the buy-

ers' statements of prospects. Quite a little lumber has been placed locally during the last couple of weeks, and it is gratifying to note that several companies have landed business with some of the railroads.

Local concerns in common with others are endeavoring to contract for stocks for 1915, which is a reasonably sure evidence that they anticipate much stronger prices after the first of the year. Of course the inventory season is holding up the placing of orders for the most part and will continue to do so to a very considerable extent.

The building situation is not especially gratifying, but with the easing of the money market there is much more interest in building investment than there has been, this being in common with improvement in financial investment in many other lines.

Already there are a few orders being placed at more favorable prices, although this condition is not at all general. However, on the whole the local trade is rather pleased with the situation, especially with the prospects for 1915.

NEW YORK

There has been nothing more startling than a further reduction in price on some hardwood items to feature the local market since last writing. There had been a deal of optimistic talk and even some cases of increased demand and every one was making the statement that prices had reached rock bottom and due to advance. But now we find that some dealers continue to use the knife and have evidently forgotten the element of profit in the conduct of their business. Plain oak has come in for the greatest cut, some recent quotations being $2 and $3 below those of two weeks ago. Maple and beech have also shown some reductions. Current demand is unsteady and there appears to be no difficulty in securing all the stock called for by present needs. The immediate outlook is not for any great amount of buying, though many are freely predicting a return to prosperity with early spring.

BUFFALO

New business is slow to develop at the hardwood yards, and aside from occasional special orders there is not much change from the dullness of a month ago. Some wholesalers say their trade is less active than a month ago and it is the exception to find a yard that has any greater amount of business than several weeks ago. General improvement is expected to start a little after the new year.

No improvement has occurred in the building situation, and the banks are still loaning money under restrictions. As soon as this policy is changed, it is likely that Buffalo will have a good run of building work, as everybody in the real estate business seems to think that it is only a matter of a short time before construction work starts up actively. Large projects are being kept in abeyance and the total permits show a less cost than usual for this city.

Oak and maple are the chief woods in demand and prices are somewhat depressed, owing to competition, but not much decline has lately occurred. Thick stock is particularly wanted. Poplar has not shown up well lately in amount of sales. Quartered oak is one of the firmest woods in the market, though it is not selling actively at present. A pretty fair demand exists for cypress for finish and for tank building.

PHILADELPHIA

Although there has been no significant change in the hardwood trading from a fortnight ago, a strongly rooted optimism prevails as to the outlook for a magnified advance at the opening of the new year. Inquiries have been somewhat more liberal resulting in a considerable number of desirable orders for immediate shipment. In some cases fair prices have been obtained, but on the whole a restrained buying is noticeable in spite of tempting offers. Mill stocks are gradually growing smaller and a stiffening in some lines is reported, but such is not the case in the consuming market. Building work, although still below last year's figures, has been of sufficient volume to keep up a fair activity in building lumber and the supply industries. Box makers hold fairly busy and now that numerous factories manufacturing textile goods, shoes and many other products for the foreign market are booking larger orders, the box men are beginning to see the silver lining to the dark cloud.

In the hardwood market prices on the whole have been fairly steady; plain and quartered oak are leaders, with a fairly strong stand in values. Most of the other woods in the better grades have shown no inclination to move up. In the low grades, with the exception of those used in the furniture trade, there has been a fair volume of trading and reasonably fair prices. Owing to the depressed condition of trade an overplus accumulation of stock in manufactured goods is noticeable in the furniture factories. Investigation among the large department stores has shown that the month of October, which is signalized for its enormous volume of sales in large furniture, has fallen considerably behind the usual month's total of sales, which has been a severe blow to the manufacturers.

Although the money market is making matters a little easier, there is still a large number of buyers who are obliged to ask assistance from their creditors to carry them along until after the first of the year. But notwithstanding these various impediments an unquenchable optimism obtains, which tends to sustain the business man through what he considers an ever lessening gap between bad and good business.

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PITTSBURGH

Wholesalers here report a little better outlook in the hardwood situation. A few inquiries are coming in now from railroads. Manufacturers seem to show a little spirit in buying, although their purchases are very small. Yard trade is confined to immediate needs. There is a chance that the coal business will be quite a little better soon as higher water will enable the coal companies to send the biggest fleet South next week that has probably ever left Pittsburgh. Prices on all hardwoods are badly broken and some mills have shut down either for this reason or on account of no water to run.

BOSTON

The situation in this market at present may be termed relatively satisfactory. The demand is light, but there is a very moderate call for most items on the list. The unusually large number of mail offers has served to reduce buying as the purchasers assume that the conditions are wholly in favor of taking in the least possible amount. The change from the plan of contracting ahead and cutting to order has been towards buying at the last minute. Such a situation, especially after a season of greatly curtailed production, is expected to result in increased business later on, probably in the late winter or spring. General business conditions here are reported by good authorities to be considerably better, building projects showing some increase, failures (especially in the lumber trade) have decreased, and money for sound purposes is fairly plentiful. The local hardwood dealers are inclined to await improved business and a consequent demand at normal prices. Most of the insistent efforts to push off stock at this time are made by shippers in the producing sections. In this process of trying to get the consuming factories to take piled up stock off their hands, one inducement has called for another, and the result is that values are disturbed. A good many sales are no doubt made for less than the stock is worth, and the range between the reported low prices and the quotations of good mills is so great as to cause confusion and extreme caution by purchasers.

BALTIMORE

The hardwood men are still waiting for the situation to clarify. They have nothing to report which could be regarded as modifying the character of the trade. It is felt that until after the first of the year the buyers must be expected to hold off wih the placing of orders, and that a general tendency will prevail to hold back as much as possible. Meanwhile, the range of prices in the domestic trade has not become more definite. While it does not appear that good marketable stocks are unduly plentiful, or that anything like congestion prevails, still, the prolonging of the period of inactivity has rather tended to increase the desire to take orders, and this has been against a steadying of the market. Some of the woods, or certain grades, are stated to be rather weak, among them being the better quality of poplar, and sound wormy chestnut. On the other hand, it is stated—and these reports have gained in definiteness of late—that a better feeling has begun to manifest itself, and not a few of the hardwood men are willing to hazard fairly specific predictions that a marked improvement may be looked for after the first of the year. They point to the growing disposition of the foreign buyers to place orders, usually at an advance. Unless present indications should prove altogether misleading there is a fair prospect that the export business will pick up, which hope, if realized, would make the sellers in the domestic markets take courage. For the present, the demand from furniture manufacturers, for a time rather active, has settled down to very moderate proportions, and little is expected from this source until after the first of the year. In fact, the hardwood trade is preparing to settle down to a season of even more pronounced quiet than has prevailed since the war, and accept it as one of the things always to be looked for at this season. If it is rather more emphasized than usual, the extraordinary conditions that prevail must not be lost sight of. Over and above all this, however, is the growing belief that the lowest point has been touched and that the trend of developments with the new year will be upward.

COLUMBUS

The hardwood trade in Columbus and central Ohio has ruled fairly steady during the past fortnight. Demand is as good as could be expected under the circumstances, and prospects for the future are not so bad as formerly. On the whole the tone is fair and lumbermen generally believe a better trade will take place after the first of the year.

One of the best features of the trade is the better buying on the part of manufacturing establishments. This is especially true of factories making furniture and vehicles. Implement factories are also buying better. Manufacturing on the whole appears to be recovering from the depression and looking for a better run of business.

In the retail line buying is being done by dealers whose stocks are low. They are not increasing them but are compelled to buy from time to time. The pleasant weather has enabled building operations to proceed later than usual and that has had a good effect on the hardwood trade. On the whole the retail business is in fair shape.

Shipments are coming out promptly and dry stocks in the hands of shippers are not very large. Prices are fairly well maintained at the levels which have prevailed for some time. Some cutting is being done

to move stocks where they have accumulated. One of the worst features of the trade is poor collections.

Plain and quarter sawed oak is in fair demand, with prices well maintained. There is a good movement of chestnut, especially the lower grades. Poplar is in good demand and the same is true of ash and basswood. Automobile factories are buying wide sizes of poplar. Other hardwoods are unchanged.

TOLEDO

The hardwood situation, like the general lumber market here, is showing considerable improvement. There has been a pessimistic feeling which could not be controlled, permeating the various lumber offices in Toledo ever since the war broke out until about a week or two ago when the clouds begun to break. Conditions since then have showed marked improvement. Buying has been confined for some time past to actual needs. The call for immediate use, however, has been satisfactory, resulting in enough business to keep things running. There has also been some speculative buying, although this is confined to special bargains. Poplar and cypress have been in good demand here and bringing fair prices. The factory demand for hardwoods is better than for some time past. It is also stated that railroads are placing more orders for equipment than for months past, which is always hailed as a big indicator by local hardwood dealers. Taken altogether there is considerable satisfaction felt by local hardwood dealers, and wholesalers are almost a unit in the belief that prices will be up following the inventories the first of the year.

INDIANAPOLIS

There has been an increase in the number of inquiries received by hardwood manufacturers and wholesalers during the last two weeks. There has also been a slight increase in sales, but the present volume of business continues unsatisfactory. The outlook for the future, however, is much brighter than it has been.

Retail dealers have greatly depleted stocks, as they have bought from hand to mouth for several months. Some of them are now getting in the notion of stocking up on a conservative basis, in order to take advantage of present prices.

It is thought that the vast orders placed with Indiana manufacturers for war equipment will soon reflect in an increased demand for hardwoods. In fact, plentiful results already obtain in some parts of the state, particularly in northern Indiana.

Building operations are being resumed, because of a slight betterment in the financial situation, which has made some money available for loans for building purposes.

NASHVILLE

No material change is reported in the local hardwood lumber situation. There is a pronounced policy of curtailment of output that is being felt more as the time goes on. Many of the big plants are endeavoring to run part time in order to keep their organizations intact, while a number of plants, particularly the small ones, have ceased operations. Some small export shipments are being made to England, and some business is being handled all along, but no big business. There is little change in values, dealers not seeing any advantage in reducing prices, as such a course does not increase consumption.

BRISTOL

The lumber business in this section continues very dull, but there is a growing belief among the hardwood men that trade will pick up materially with the passing of the present year and that the early spring will see the best market in a long while. A very small volume of business is being done at this time and few of the mills are in operation, most of them having closed down in September and October, with the intention of remaining closed until the early spring, unless conditions should sooner justify résumption. The situation is characterized here by a spirit of optimism among the lumbermen generally.

ST. LOUIS

The call for hardwood during the past couple of weeks has been fairly steady but the orders have been for small quantities. The majority of the local distributors do not anticipate any betterment in trade until the period of inventory is over. Then they are looking for a good, lively demand from the many yards and consumers which have been allowing their stocks to run down to a very low point. This promise of a resumption of trade is steadying prices. There will be a still further strengthening in prices as the new year draws near. There is a fairly good cypress trade, especially where mixed cars of stock are concerned. The orders are not for stocking up purposes, however, but only for immediate use. Steady prices are being maintained. A better demand is anticipated shortly, especially from country yards in the East and Southeast.

LOUISVILLE

December is usually a light month in the hardwood trade, and local lumbermen expect this to prove no exception to the rule. The habit of postponing purchases until after the first of the year is still strong with

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5/4" No. 2 Common	8,000'
6/4" No. 1 Common	50,000'
6/4" No. 2 Common	2,000'
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6/4" No. 1 Common	60,000'

RED GUM

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5/4" 1sts and 2nds	75,000'
5/4" No. 1 Common	100,000'
6/4" 1sts and 2nds	75,000'
6/4" No. 1 Common	50,000'
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the average consumer, and the chances are that business will not be really brisk until 1915 has been ushered in. However, there is no denying that prospects are splendid, and that unless every indication is wrong hardwood men will experience a satisfactory demand in the near future. General business is improving. The millions being spent for war munitions are helping a good many lines, and indirectly lumber consumption. Some lumber trade is growing out of the war. On the other hand, railroad buying is somewhat more active; the furniture trade is looking better, though the January exhibitions will determine this more definitely, and prospects for building in 1915, provided financial conditions are favorable to investment, are much better than they have been. Many inquiries for large blocks of stock to be delivered after the first of the year have been received, indicating that big handlers are expecting to be able to place some large orders. Altogether, the hardwood men are feeling rather confident that the turn in the road is not far ahead.

MILWAUKEE

One of the reasons for the quiet lumber trade experienced in Milwaukee during the past month is found in the building summary for November, which shows that the building investment for the month fell off about sixty per cent. There were 236 permits issued for structures to cost only $591,583, as against 273 permits and an investment of $1,454,410 during the corresponding period a year ago. Indications are that there ought to be much activity next spring, as much important building planned this fall has been carried over until spring, when it is expected that general business conditions will be more satisfactory.

Wholesalers and dealers seem to be confident that the lumber trade will revive after the opening of the new year when inventories have been completed and most concerns find how light their stocks are. Better buying is bound to result if there is to be any preparation for the coming spring trade. Stocks in the hands of the sash and door and most woodworking concerns of Milwaukee are exceedingly light, as these firms have been buying carefully all the fall, taking only enough to meet their present requirements. Wholesalers say that stocks in most retail yards are light and that the average dealer will soon have to begin stocking up in readiness for the spring building demand.

Local furniture manufacturing concerns and the farm implement plants in Milwaukee and about Wisconsin have been making better inquiries and placing larger orders of late, proof that they are experiencing a better business and that they have confidence of better things ahead. Stocks in the hands of all these concerns have been light all the fall.

Wholesalers are inclined to keep prices at the present level, despite the easier demand. They say that the light stocks, especially in northern hardwoods, and the improved demand which is sure to develop soon offer reason enough why present values should be maintained. There are, of course, instances of price cutting, but the practice is not general.

DETROIT

The winter furniture show at Grand Rapids and inventory period are now awaited by hardwood dealers, who anticipate that change in the hardwood market will follow these events. It is certain that inventories will show an unusually low stock at all plants. The outcome of the furniture show is in much doubt, but any effect that it has, probably will be for the better. Detroit hardwood dealers do not anticipate a further decline in trade. In fact, they do not see where the demand can fall further without ceasing altogether.

Among the wholesalers birch and walnut probably show the greatest activity. The demand in maple is very slight and stocks that have been standing for sometime show no inclination to move. Interior finish manufacturers do not hold out a hope that building operations, which have fallen off alarmingly in the last three months, will receive an impetus until after the first of the year.

LIVERPOOL

The market here is very much better than has been reported on previous occasions. In fact, with the exception of one or two departments trade is decidedly brisk. A reference in this paper by the writer of this article has been commented on with some needless sarcasm by the *Timber Trades Journal* of London. The point referred to was the demand for over 2,000,000 staves. It may surprise this clever paper that orders for more than this quantity have actually been placed with American shippers to personal knowledge of HARDWOOD RECORD'S correspondent, and those shippers who took advantage of his advice will be congratulating themselves. It may be said that all orders for this stock have been placed for the present, though it is possible further orders may follow later. Values have not advanced to any material extent in any line of hardwoods at this port, even in spite of freight advancements.

Some thicknesses of ash planks, mainly 3" and 4", have sold well, but offers on old basis only could be secured. Cypress has been selling well and shippers with this stock should have no difficulty in selling, though ideas of value here are low. Round American ash is a good point and very little stock is on hand though it is understood some new arrivals are on the way. These should come to a good market. All cabinet woods are still weak and mahogany, of course, comes under this category. There have been no sales since the war started.

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EXCELLENT OPPORTUNITY

For planing mill man to purchase modern, up to date planing mill at Reading, Pa., of H. F. Sheeder Estate. New brick buildings, thoroughly equipped with modern and new machinery. Is now managed, limited financial backing required. Price $15,000.

Address "BOX 124," care HARDWOOD RECORD.

I AM READY TO BUY CHEAP

For cash, interest in good hardwood or yellow pine mill or both, as I have a good trade and can take care of selling. Must have plenty of lumber. Very good opportunity for right man. Write fully.

Address "BOX 118," care HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED—A CONNECTION

By Chicago salesman familiar with consumers' wants as well as grades, quantities and qualities used in southern and northern hardwoods. References.

Address "BOX 117," care HARDWOOD RECORD.

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

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INDIANA HARDWOODS FOR SALE

75,000 ft. 4/4 C. & B. Quartered White Oak.
50,000 ft. 4/4 FAS Plain Red Oak.
30,000 ft. 12/4 FAS Hard Maple.
100,000 ft. 3/4 No. 3 Common Mixed

Address, THE VAIL COOPERAGE CO., Fort Wayne, Indiana, for prices, etc.

MICHIGAN HARDWOODS

150 M 6/4 No. 1 Com. & Bet. Hard Maple.
250 M 8/4 No. 1 Com. & Bet. Hard Maple.
80 M 4/4 F. & S. Unsel. U. P. Birch.
200 M 4/4 No. 1 Com. Unsel. U. P. Birch.
60 M 4/4 No. 2 Com. Unsel. U. P. Birch.
110 M 4/4 No. 3 Com. Unsel. U. P. Birch.
36 M 8/4 F. & S. Unsel. U. P. Birch.
20 M 8/4 No. 1 Com. Unsel. U. P. Birch.
70 M 4/4 No. 2 Com. & Bet. Basswood.
200 M 2x4 12' Merchantable Tamarack.
100 M 2x4 14' Merchantable Tamarack.
100 M 4x4 12, 14 & 16's Mer. Tamarack.

Will make attractive prices to move above.
FRED R. WELSH & CO., Saginaw, W. S., Mich.

We are specially cutting this away

TOUGH WHITE ASH

77,000 ft. 6/4 No. 2 Com. & Better.
147,000 ft. 8/4 No. 2 Com. & Better.
19,000 ft. 12/4 No. 1 Com. & Better.

Manufactured at our own mill Metropolis, Ill., band sawn and well edged and trimmed.
Write quickly for delivered prices.
NICHOLS & COX LBR. CO., Grand Rapids, Mich.

WHITE CANE ASH AND TUPELO GUM

ASH—1 car 1" x3" to 5½" No. 1 Com. Strips.
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1 car 1" 1st & 2d; 3 cars 1" No. 1 Com.
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7M ft. 2½" 1st & 2d; 3M ft. 2½" No. 1 Com.
TUPELO—Good supply 1" 1st & 2d; No. 1 Common and No. 2 Common.

BURTON-SWARTZ CYPRESS CO.,
Burton, La.

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HICKORY RIM STRIPS FOR SALE

2,000 pieces 1⅜"x1¼"x7' long.
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40 to 50,000 ft. Rock Elm 1½" rough, No. 1 Com. or No. 2 com. & better. Spot cash. Price f. o. b. Philadelphia, Pa.

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BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg.,
Chicago.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

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WANTED TO SELL

Fine White Oak Veneer Logs 28" and up. Also large figured Red Gum Logs. Can ship promptly.
CHICAGO MILL & LBR. CO., Helena, Ark.

WANTED A MARKET FOR

15 cars Black Walnut Logs; logs on R. R., 60% clear and 50% over 16". Address
L. B. 115, Villa Grove, Ill.

DIMENSION STOCK WANTED

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio.

WANTED

DIMENSION OAK

Plain and Quartered

Various sizes for chair and table factories.

Send to us for specifications and prices.

INDIANA QUARTERED OAK CO.

7 East 42nd Street,

New York.

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.
Address "BOX 91," care HARDWOOD RECORD.

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REAL TIMBER BARGAIN.

50,000,000 ft. 70% N. C. pine, poplar, and cypress, all original growth. On Southern Railroad in South Carolina. Liberal terms and low price. J. P. MULHERIN (Owner),
Augusta, Ga.

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FOR SALE—COMPLETE SAW MILL

Fully belted and ready to run, in first-class condition.
14 Russel 60,000 capacity log cars, 26" wheels, Westinghouse air brakes, link and pin coupler.
8 miles of 45-lb. relaying rails, in excellent condition.
Machine shop, consisting of 180-ton wheel press, lathe, planer, power drill, etc.
CAMPBELL LUMBER CO., Marlinton, W. Va.

FOR SALE.

1—No. 5 Battle Creek Drag Saw.
1—30" Double Surface Planer.
1—Buffalo Knife Grinder.
1—Deep Well Pump
1—12x20 Fort Wayne engine.
THE VAIL COOPERAGE CO.,
Fort Wayne, Ind.

MISCELLANEOUS

LIST OF SAW MILLS

Also shingle and lath mills, creosoting plants, remilling plants, crosstie, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hardwood. capacity planers, steam and smoke kilns. $3.00 complete.

UNITED SAW MILLS CO., New Orleans, La.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

CHICAGO

E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. HAR. 1187

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Steneils and Key Hammers

GERLACH

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland **Sixth City**

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8½ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

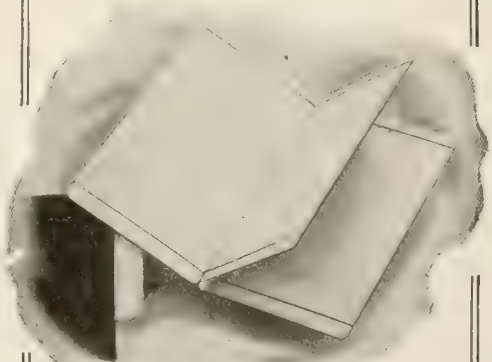
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

Aluminum Tally Covers, each	$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

AMERICAN FOREST TREES

"Written in the Lumberman's Language"

¶ It tells all there is to know about every commercial tree in the United States, and

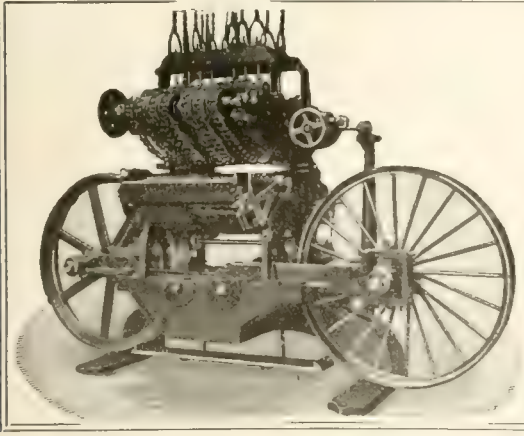
¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

¶ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

HARDWOOD RECORD
537 South Dearborn St. Chicago, Illinois

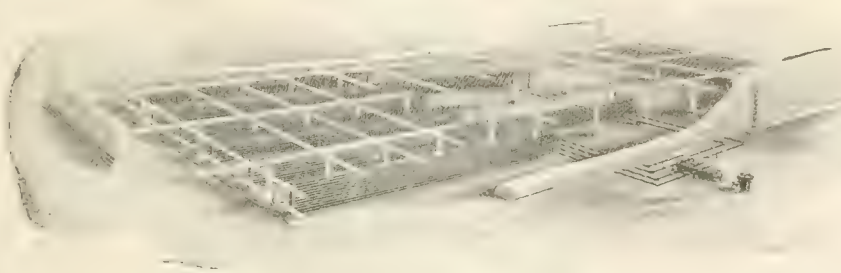


Divided Bed Horizontal Resaw

TWO INDEPENDENT ADJUSTABLE BEDS.
CUTS TWO THICKNESSES AT SAME TIME.
SLABS AND BOARDS RESAWN TOGETHER.
ENDLESS SLAT BEDS INSURES PERFECT SAWING.

Write for Specifications and Price

Diamond Iron Works, Minneapolis, Minn.



EASY TO INSTALL

CHICAGO July 13, 1914.

The National Dry Kiln Co.,
Indianapolis, Ind.

Gentlemen:

We are very glad to advise you that our kiln, which is installed with VERTICAL PIPING system furnished by you, has now been in operation about six months and results are all that we could desire. We wish to state that this material was received in condition which enabled us to install it from the blue print without any difficulty on our part.

We will be very glad to have you use our company as a reference at any time.

Very truly yours,
ROSELAND MILL & LUMBER CO.,
By R. J. Dickerson.

Send for Catalog

THE NATIONAL HARDWOOD DRIER
THE NATIONAL DRY KILN COMPANY, INDIANAPOLIS, INDIANA

If you knew

What our **Bulletin Service** was doing for your competitor in

the lumber business

you'd not only want the service yourself, but **you'd have it.** Let us tell you about it.

Hardwood Record
Chicago

LIDGERWOOD

LOGS AT MILL AT LOWEST COST

SKIDDERS

Perkins Glue Fast Becoming the Standard For All Veneer Work

Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.

The use of Perkins Glue does away with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees **805 J. M. S. Building, SOUTH BEND, IND.**

EXPERIENCED LOGGERS USE YELLOW STRAND POWERSTEEL

In every hardwood lumber district in the United States—wherever ropes of extra strength and durability are required—there you will find Yellow Strand Powersteel Wire Rope.

It is made especially to withstand the tremendous strains of logging and heavy hoisting of all kinds.

Every wire is drawn from a special steel having a tensile strength 75 to 100 per cent greater than ordinary crucible steel. This insures great strength, elasticity and long life to the rope.

You need this strong, tough, pliable rope in your business. Why not place the order now?

Write for catalog No. 50

FREE Our monthly magazine—THE YELLOW STRAND—free for a year to all rope users. Write for it.

Broderick & Bascom Rope Company

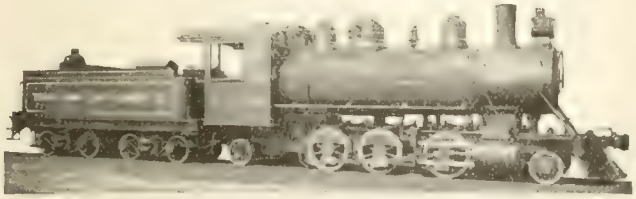
New York **ST. LOUIS** **Seattle**

Factories: St. Louis and Seattle

Agents Everywhere

Baldwin Loggers

are built for SERVICE, and they will SERVE YOU WELL



The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

THE BALDWIN LOCOMOTIVE WORKS
PHILADELPHIA, PA., U. S. A.
Cable Address:—"Baldwin, Philadelphia"

REPRESENTED BY

F. W. WESTON.....50 Church Street, New York, N. Y.
CHARLES RIDDELL.....625 Railway Exchange, Chicago, Ill.
C. H. PETERSON.....1610 Wright Building, St. Louis, Mo.
GEORGE F. JONES.....407 Travelers' Building, Richmond, Va.
A. WM. HINGER.....722 Spalding Building, Portland, Oregon

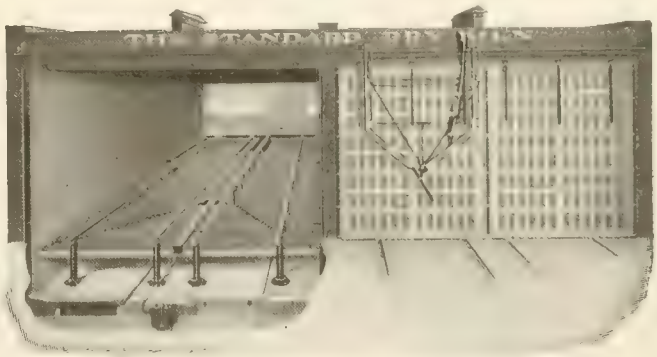
Why Struggle Along

with an old nuisance of a drying system that's perpetually balking — kicking back — laying down — spoiling a scandalous percentage of your product?

The Standard Drying System

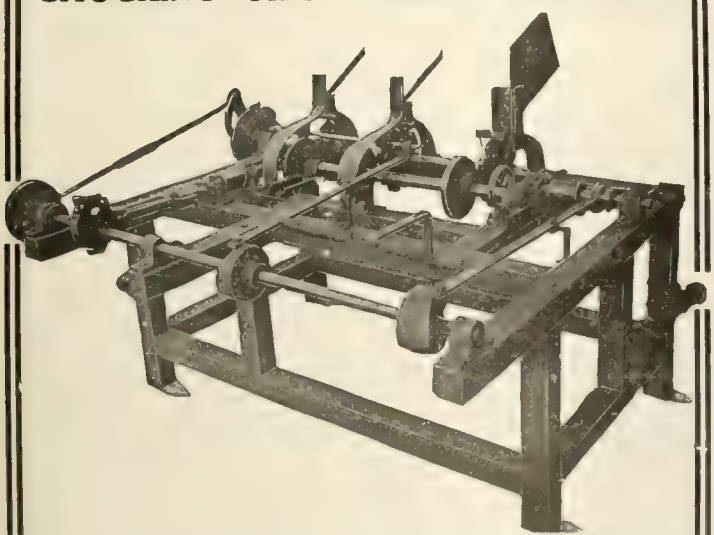
is so adaptable—the drying conditions so completely under control—the apparatus and construction of so high a quality—that the drying is done just right, without fuss or bother, no matter what the variety of the stock.

Write for the catalog and new List of Users. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



Broom Handle

CHUCKING AND BORING MACHINE

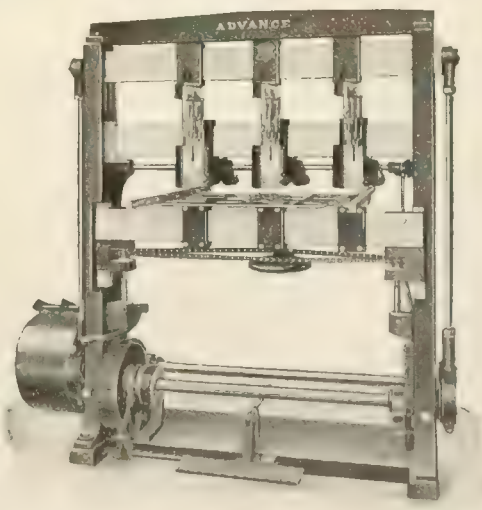


It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.

Makers of Handle Makers Tools. CADILLAC, MICHIGAN

Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

FRUIT PACKAGES, BASKETS, FIBER SHIPPING CASES, PAPER BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

SARANAC MACHINE COMPANY

BENTON HARBOR, MICH., U. S. A.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

VENEERS

Cut right; dried right; prices right

HUMBOLDT, - TENNESSEE

OUR

BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES. WISCONSIN

A Prominent Veneer Man says:

¶ "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

¶ The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

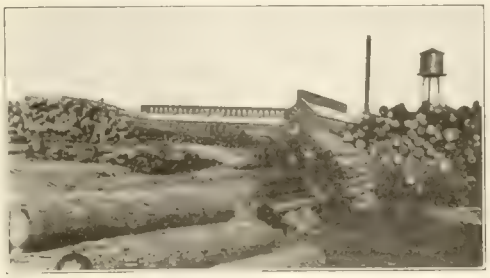
¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD, CHICAGO, ILL.

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Where We Make



Rotary Cut VENEER

AND

Three and Five Ply PANELS

OF THE BEST WISCONSIN

Birch Gray Elm Basswood Red Oak

ALSO

Quartered Oak and Mahogany Panels of every grade

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car.

A Trial Order Will Convince You

THE UNDERWOOD VENEER COMPANY THOMAS STREET WAUSAU, WIS.

A Complete Stock

EVERYTHING IN NORTHERN HARDWOOD

Send Us Your Inquiries

R. CONNOR CO., Marshfield, Wis.

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors All Carried in Stock Ready for Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee Wisconsin

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods PHILLIPS, WIS.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 6" and wider Common and Better 4/4 Maple.
100 M ft. 6" and wider Common and Better 6/4 Maple.
100 M ft. 8/4 No. 2 Common and Better Maple.
100 M ft. 8/4 No. 3 Rock Elm.
100 M ft. 8/4 No. 2 Common and Better Rock Elm.
100 M ft. 6/4 No. 2 Common and Better Rock Elm.
50 M ft. 5/4 No. 3 Com. Basswood.
100 M ft. 6/4 No. 2 Common and Better Birch.
100 M ft. 5/4 No. 2 Common and Better Birch.
100 M ft. 4/4 No. 2 Common and Better Birch.
25 M ft. 10/4 No. 1 Common and Better Soft Elm.
15 M ft. 10/4 No. 2 Common and Better Birch.
15 M ft. 12/4 No. 2 Common and Better Birch.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

We want to move the following:
4 cars 8/4 No. 2 Common & Better Soft Maple.
5 cars 4/4 No. 1 Common Basswood.
4 cars 6/4 No. 2 Common Elm.
4 cars 8/4 No. 1 Common Hard Maple.
1 car 10/4 No. 1 and No. 2 Common Hard Maple.
5 cars 5/4 No. 2 Common & Better Beech.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer the following Soft White Pine:

21 M 4/4 Log Run
38 M 2x8 Common
3 M 2x10 Common
21 M 2x12 Common
15 M 6/4 x 6" and up Shop and Better
24 M 8/4 x 6" and up Shop and Better

FULL THICKNESS BAND SAWN QUICK SHIPMENT

"Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

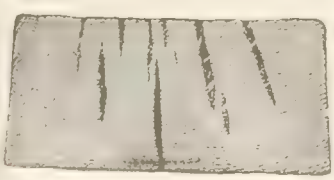
Kerry & Hanson Flooring Co.

GRAYLING. MICHIGAN

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published



Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

BUFFALO

The Foremost Hardwood Market of the East

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash:
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
Gray Elm, Brown Ash
Pacific Coast Fir and Spruce
2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
Oak, Ash and Poplar
932 ELK STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers

General

Gum
Oak
Cypress

Lumber

Cottonwood
Maple
Elm

Company

Memphis, Tenn.

J.V. Stimson Mills

J. V. STIMSON - - - - Huntingburg, Ind.
J. V. STIMSON HARDWOOD CO., Memphis, Tenn.
STIMSON VENEER & LUMBER CO. Memphis, Tenn.

Entire Line of WELL MANUFACTURED

Hardwood Lumber

From 3/8" thick up, in Dry Stock, including

OAK and RED GUM

PLAIN AND QUARTER SAWN

Walnut, Poplar, Hickory, Ash Elm and Maple

and

ROTARY VENEERS

In Any Dimension Desired

ABC AND WESTERN UNION CODES

ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

¶ It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

150,000 ft. 4/4 Firsts and Seconds	WHITE OAK
220,000 ft. 4/4 No. 1 Common	WHITE OAK
160,000 ft. 4/4 No. 2 Common	WHITE OAK
45,000 ft. 5/4 Firsts and Seconds	WHITE OAK
85,000 ft. 4/4 Firsts and Seconds	RED OAK
150,000 ft. 4/4 No. 1 Common	RED OAK
100,000 ft. 4/4 No. 2 Common	RED OAK
100,000 ft. 4/4 Sound No. 3	OAK

We also have a circular mill, from which we are offering the following stock:

75,000 ft. 4/4 No. 1 Common Red Oak
125,000 ft. 4/4 No. 2 Common Red Oak
25,000 ft. 4/4 No. 1 Common White Oak
70,000 ft. 4/4 No. 2 Common White Oak

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure. The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

Hardwood Record

Twentieth Year, Semi-Monthly.

CHICAGO, DECEMBER 25, 1914

Subscription $2. Single Copies, 10 Cents.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10" & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*

Penrod Walnut & Veneer Co.

Mills, Kansas City and Helena, Ark.

Address all inquiries to
General Offices
KANSAS CITY, MO.

Kansas City Plant
Exclusively
WALNUT

American and Circassian Figured and Plain
VENEERS and LUMBER

Helena, Ark., Plant
Exclusively
Rotary Cut Veneers

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104"

PENROD-JURDEN-McCOWEN LUMBER COMPANY

BAND MILLS: BRASFIELD, ARK.

Address all inquiries to sales office
KANSAS CITY, MO.

Ready for immediate shipment
RED GUM

QUARTERED	PLAIN
2 cars 4/4" 1s and 2s.	3 cars 4/4" 1s and 2s.
1 car 5/4" 1s and 2s.	2 cars 5/4" 1s and 2s.
1 car 6/4" 1s and 2s.	1 car 6/4" 1s and 2s.
2 cars 8/4" 1s and 2s.	3 cars 8/4" 1s and 2s.
	1 car 10/4" 1s and 2s.
3 cars 4/4" No. 1 Com.	3 cars 4/4" No. 1 Com.
1 car 5/4" No. 1 Com.	2 cars 5/4" No. 1 Com.
1 car 6/4" No. 1 Com.	2 cars 6/4" No. 1 Com.
2 cars 8/4" No. 1 Com.	3 cars 8/4" No. 1 Com.
	2 cars 10/4" No. 1 Com.

The Famous Cache River Red Gum

Band Sawn—Dry—Flat

Plain and Quarter Sawn Red and White Oak always in stock

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Basswood

No. 2 Common and Better

We offer, subject to prior sale, 4/4 Basswood in the following combinations of grades:

No. 2 Com.	No. 1 Com.	1's & 2s	Prices
40%	35%	25%	@ $23.50
40%	40%	20%	@ 23.00
45%	40%	15%	@ 22.25
50%	40%	10%	@ 21.25

These prices are f. o. b. Cadillac. Our usual terms of sale. Would like prompt or early shipment.

Cobbs & Mitchell, *Inc.*

Sales Department CADILLAC, MICHIGAN

MITCHELL BROTHERS CO.

DRY STOCK LIST

MICHIGAN HARDWOODS

CADILLAC, MICH. DECEMBER 2, 1914.

4/4 Basswood, No. 3 Common	60 M
5/4 Cadillac Gray Elm, 1s & 2s	23 M
4/4 Birdseye Maple, 1s & 2s, End Dried	2 M
4/4 Maple & Beech, No. 3 Common	500 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not blended to meet price competition — send us your inquiries

WE SELL ONLY MITCHELLS-MAKE

Service "STEARNS QUALITY LUDINGTON" First

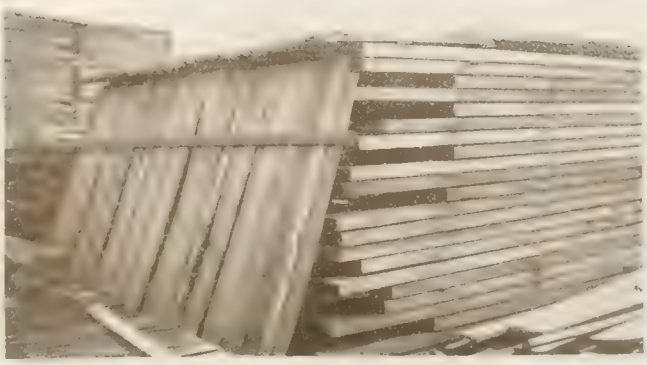
HARDWOOD SPECIALISTS

The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

Soft Gray Elm

Noted especially for soft texture, straight grain, bending and resisting qualities.



METHOD OF PILING THICK ELM

OUR LIST OF

Dry Stock

	Av. Width
45 M 4/4 FAS	9"
49 M 6/4 FAS	9½"
76 M 8/4 FAS	10"
28 M 10/4 FAS	10½"
64 M 12/4 FAS	11"
52 M 16/4 FAS	11½"
90 M 4/4 No. 1 Com.	8"
18 M 6/4 No. 1 Com.	8"
38 M 8/4 No. 1 Com.	9"
12 M 10/4 No. 1 Com.	9½"
29 M 12/4 No. 1 Com.	10"
24 M 16/4 No. 1 Com.	11"
70 M 4/4 No. 2 Com.	7"
65 M 4/4 No. 3 Com.	7"

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

"You Can Get It in Louisville"

The "For Sale" Sign is on This Lumber

If you are in the market for hardwoods of any description, scrutinize these stocklists carefully. You will probably be able to find what you want, and you can get it at a price that will be thoroughly satisfactory to you and your customer. The houses whose lumber is listed are leading concerns in the Louisville market, and when you buy from them you get satisfaction.

NORTH VERNON LUMBER COMPANY

We have on hand good stocks of the following bone dry lumber:

Quartered white oak, 5-8, 3-4, 4-4, 5-4 and 6-4, 1s and 2s and common.
Plain white oak, 5-8 and 4-4, 1s and 2s and common.
Plain red oak, 5-8, 3-4, 4-4 and 5-4, 1s and 2s and common.
Ash, 5-8, 4-4, 5-4, 6-4 and 10-4, 1s and 2s and common.
Poplar, 5-8 and 4-4, 1s and 2s and common.
Cottonwood, 5-8, 1s and 2s and common; 4-4, No. 2 and No. 3 common.

CHURCHILL-MILTON LUMBER COMPANY

Has the following at its Louisiana mills:

250,000 feet 4-4 and 8-4 Louisiana red cypress
150,000 feet 4-4 sap gum.
200,000 feet 4-4 1s and 2s tupelo.
100,000 feet 4-4 tupelo boxboards, 13 in. to 17 in. wide.
350,000 feet 4-4 No. 2 common and better plain red oak.
75,000 feet 3-4 No. 1 common and better plain red oak.
150,000 feet 1 in. to 3 in. No. 1 common and better white ash.

The following stock is at the Louisville yards:

300,000 feet 4-4 to 3 in. No. 1 common and better yellow poplar.
200,000 feet 6-4 to 8-4 log run hickory.
150,000 feet 4-4 to 4 in. common and better red maple.
400,000 feet 4-4 to 8-4 plain red and white oak.
300,000 feet 4-4 to 8-4 quartered white oak.

EDWARD L. DAVIS LUMBER COMPANY

100,000 feet 4-4 1s and 2s quartered white oak.
100,000 feet 4-4 No. 2 common quartered white oak.
100,000 feet 4-4 1s and 2s plain red oak.
100,000 feet 4-4 No. 2 common plain red oak.
50,000 feet 8-4 No. 1 common hickory.
50,000 feet 8-4 No. 2 common hickory.
50,000 feet 8-4 No. 1 common ash.

NORMAN LUMBER COMPANY

(Mills at Holly Ridge, La.)

175,000 feet 12-4 log run elm.
110,000 feet 8-4 log run hickory.
60,000 feet 6-4 log run hickory.
66,000 feet 4-4 1s and 2s red gum.
15,000 feet 5-4 1s and 2s red gum.
400,000 feet 4-4 No. 1 common red gum.
100,000 feet 4-4 1s and 2s sap gum.
100,000 feet 5-4 1s and 2s sap gum.
350,000 feet 4-4 No. 1 common sap gum.
500,000 feet 4-4 No. 1 common plain red oak.
130,000 feet 5-4 No. 1 common plain red oak.
40,000 feet 6-4 No. 1 common plain red oak.
10,000 feet 7-4 No. 1 common plain red oak.

BOOKER-CECIL LUMBER COMPANY

[illegible] feet 4-4 No. 2 common and better plain oak
[illegible] feet 5-4 No. 2 common and better plain oak.
30,000 6-4 No. 2 common and better plain oak.
75,000 feet 8-4 No. 2 common and better plain oak.
15,000 feet 4-4 1s and 2s quartered white oak.
50,000 feet 4-4 No. 1 common quartered white oak.
25,000 feet 5, 6 and 8-4 common and better quartered white oak.
200,000 feet 1-in. to 4-in. common and better poplar.
80,000 1-in. to 6-in. common and better ash.
25,000 feet 4-4 No. 1 common chestnut.
40,000 feet 8-4 No. 1 common and better maple

W. P. BROWN & SONS LUMBER COMPANY

Offers all grades of the following:

4-4 to 8-4 plain red gum and quartered red gum.
5-8 to 8-4 sap gum.
5-8 to 16-4 plain red or white oak.
5-8 to 8-4 quartered or white oak.
5-8 to 16-4 poplar.
4-4 to 16-4 ash.
4-4 to 8-4 chestnut.
Alabama short leaf yellow pine—all grades and thicknesses.
Can ship in mixed cars.

THE LOUISVILLE VENEER MILLS

35,000 feet 4-4 quartered white oak.
51,000 feet 5-8 quartered white oak.
23,000 feet 4-4 quartered white oak strips.
56,000 feet 4-4 poplar.
10,000 feet 6-4 and 8-4 poplar.
45,000 feet 5-8 poplar.
58,000 feet 4-4 sap gum.
5,000 feet 5-8 sap gum.
27,000 feet 4-4 red gum.
10,600 feet 5-4 and 6-4 red gum.
25,000 feet 4-4 quartered red gum.
20,000 feet 4-4 American walnut.
13,000 feet 8-4 plain white oak.
128,000 feet 4-4 plain white oak.
200,000 feet 4-4 chestnut.

STEMMELEN BROS. & FULLENLOVE COMPANY

1 car 4-4 1s and 2s quartered white oak.
2 cars 4-4 No. 1 common quartered white oak.
1 car 6-4 1s and 2s quartered white oak.
1 car 6-4 No. 1 common quartered white oak.
2 cars 4-4 No. 1 common quartered red oak.
1 car 4-in. common and better ash.
1 car 10-4 common and better ash.
1 car 2-in. common and better ash.
2 cars 4-4 1s and 2s ash.
1 car 5-4 1s and 2s poplar, 12-in. and up wide.
2 cars 5-4 No. 1 common poplar.
1 car 3-in. 1s and 2s maple.
2 cars 6-4 common and better cypress.
10 cars 4-4 No. 1 common plain oak.
2 cars 4-4 plain oak tie sidings.

"You Can Get It in Louisville"

OAK LUMBER

On account of the war between Kaiser William, Duncan Chisholm and Cousin George, who have always taken this fine quality oak lumber, we can offer for a short time the best quality oak lumber, F. O. B. your place, at bargain prices—especially a large quantity of—

4/4" 1sts & 2nds Plain White Oak
4/4" No. 1 Common Plain White Oak
4/4" No. 2 Common Plain White Oak
4/4" 1sts & 2nds Plain Red Oak
4/4" No. 1 Common Plain Red Oak
4/4" No. 2 Common Plain Red Oak
4/4" No. 1 Common Quartered White Oak

GET OUR QUOTATIONS BEFORE PURCHASING

JOHN C. SPRY

1003 HARRIS TRUST BUILDING CHICAGO, ILLINOIS

J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

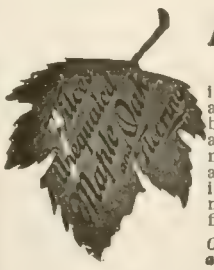
The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn.,

Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

Clarence Boyle, Inc.,

312 Portland Block Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R and W. O Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
18,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

OAK FLOORING

60,000' ⅜"x1½" Clear Plain White
150,000' ⅜"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' ⅜"x1½" Clear Plain Red
200,000' ⅜"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

American Black Walnut
The Popular Favorite

¶ The contention of those who knew, that once the public were given a chance to express its approval, American Black Walnut would promptly return to popular favor, is being borne out by the event. Walnut is taking—has already taken! At the January furniture shows there will be sixty-six exhibits containing numbers made of this wonderful wood. Factory men who have not arranged to use it are overlooking the "one best bet" for 1915. Don't be the last to climb into the bandwagon!

¶ See lists of stock ready to ship—today:

Frank Purcell
Kansas City, Missouri

PRIME WALNUT LOGS FOR EXPORT
FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

Sanders & Egbert Company
Goshen, Indiana

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
1/2"	30,000'	1/2"	18,000'
5/8"	30,000'	5/8"	17,000'
3/4"	70,000'	4/4"	22,000'
4/4"	25,000'	5/4"	11,500'
5/4"	6,250'	6/4"	2,700'
6/4"	6,000'	8/4"	14,300'
8/4"	8,300'		
4/4" Clear Faces			14,200'

NO. 2 COMMON

1/2"	4,500'	7/8"	200'
5/8"	2,500'	5/4"	4,100'
3/4"	22,600'	6/4"	900'
4/4" Shorts			10,000'

Pickrel Walnut Company
St. Louis, Missouri

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/4"	18,000'	3/4"	22,000'
4/4"	87,000'	4/4"	72,000'
5/4"	10,000'	5/4"	19,000'
6/4"	17,000'	6/4"	12,000'
8/4"	9,000'	8/4"	9,000'
10/4"	800'	10/4"	3,500'
12/4"	500'	12/4"	2,000'

Any Quantity, Any Thickness of No. 2 Common Walnut
Rohanized Dry Lumber Always in Stock

VENEERS
Any Quantity, both in Long Wood and Butts

Penrod Walnut & Veneer Co.
Kansas City, Missouri

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	40,000'	5/8"	40,000'
3/4"	40,000'	3/4"	50,000'
4/4"	73,000'	4/4"	300,000'
5/4"	12,000'	5/4"	30,000'
6/4"	9,000'	6/4"	14,000'
8/4"	11,000'	8/4"	3,000'
10/4"	1,800'	10/4"	3,000'

KRAETZER CURED LUMBER
In Stock, Ready for Shipment
THREE MILLION FEET
of Figured Walnut Butt Veneer
and
TWO MILLION FEET
of Figured Walnut Long Veneer
We Furnish Plain Walnut—Any Thickness—Cut to Size

H. A. McCowen & Company
Louisville, Ky.

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	110,000'	4/4"	420,000'
3/4"	135,000'	5/4"	110,000'
4/4"	250,000'	6/4"	80,000'
5/4"	82,000'	8/4"	62,000'
6/4"	46,000'	9/4"	4,000'
8/4"	41,000'	10/4"	2,000'
9/4"	7,000'	12/4"	3,000'
10/4"	3,500'	16/4"	1,200'
12/4"	7,000'		
16/4"	3,200'		

All Thicknesses in No. 2 Common

Theodor Francke Erben, G. m. b. H.
Cincinnati, Ohio

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/8"	24,000'	3/8"	37,000'
1/2"	136,000'	1/2"	87,000'
5/8"	173,000'	5/8"	71,000'
3/4"	52,000'	3/4"	82,000'
4/4"	68,000'	4/4"	110,000'
5/4"	15,000'	5/4"	27,000'
6/4"	19,000'	6/4"	46,000'
8/4"	28,000'	8/4"	80,000'
10/4"	2,000'	10-12/4"	4,000'
12/4"	3,000'		
16/4"	1,300'		

NO. 2 COMMON

3/4"	23,000'
4/4"	40,000'
5/4"	35,000'
10/4"	5,000'

Geo. W. Hartzell
Piqua, Ohio

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	11,500'	5/8"	15,000'
3/4"	19,000'	3/4"	15,000'
4/4"	23,000'	4/4"	100,000'
5/4"	17,000'	5/4"	35,000'
6/4"	14,000'	6/4"	40,000'
8/4"	39,000'	8/4"	30,000'
9/4"	12,500'	10/4"	11,000'
10/4"	23,000'	12/4"	4,000'
16/4"	10,000'	16/4"	2,000'

4/4" Clear Faces, 6" and up wide..... 30,000'
No. 2 Common, 4/4 to 16/4"..... 40,000'

VENEERS
Good Assortment of Figured Butts, Long Figured Wood and Plain Wood Ready for Immediate Shipment

East St. Louis Walnut Co.
East St. Louis, Illinois

WALNUT

1ST AND 2NDS		NO. 1 COMON	
3/8"	50,000'	3/8"	6,000'
1/2"	100,000'	1/2"	25,000'
5/8"	160,000'	5/8"	50,000'
3/4"	117,000'	3/4"	150,000'
4/4"	115,000'	4/4"	166,000'
5/4"	40,000'	5/4"	45,000'
6/4"	14,000'	6/4"	27,000'
12/4"	12,000'	8/4"	15,000'
16/4"	4,000'	10/4"	3,000'
		12/4"	9,000'
		16/4"	1,000'

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

OAK

2 cars 4/4 1st & 2nds Pln. Wh.
5 cars 4/4 No. 1 Com. Pln. Wh.
5 cars 4/4 No. 2 Com. Pln. Wh.
2 cars suitable for veneer cores
2 cars 4/4 1st & 2nds Qtd. Wh.
2 cars 4/4 No. 1 Com. Qtd. Wh.
1 car 8/4 1st & 2nds Qtd. Wh.
1 car 8/4 No. 1 Com. Qtd. Wh.
2 cars 4/4 1st & 2nds Pln. Red
5 cars 4/4 No. 1 Com. Pln. Red
5 cars 4/4 No. 2 Com. Pln. Red
5 cars 4/4 No. 3 Com. Pln. Red

GUM

10 cars 4/4 1st & 2nds Sap
20 cars 4/4 No. 1 Com. Sap
5 cars 4/4 No. 2 Com. Sap

Band Sawed Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Carnahan-Allport Lumber Company

SUCCESSORS:

VARNER LAND & LUMBER COMPANY

Geridge, Lonoke Co., Ark.

Band Sawn Hardwoods

WE PRODUCE OUR OWN STOCKS

Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

A Few Items We Want to Move:

10 Cars 4/4"x 6" to 12" 1st & 2nds Cottonwood.
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6 Cars 4/4"x18" to 22" 1st & 2nds Cottonwood.
10 Cars 4/4"x13" to 17" Cottonwood Box Boards.
5 Cars 4/4"x 9" to 12" Cottonwood Box Boards.
5 Cars 5/4"x 6" to 12" 1st & 2nds Cottonwood.
3 Cars 6/4"x 6" & wider 1st & 2nds Cottonwood.
3 Cars 8/4"x 6" & wider 1st & 2nds Cottonwood.
2 Cars 3/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 1/2"x 6" & wider 1st & 2nds Plain White Oak.
3 Cars 5/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 3/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 5/4" Log Run Soft Maple.
5 Cars 12/4" Log Run Soft Maple.
2 Cars 3/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 1/2"x 6" & wider 1st & 2nds Red Gum.
3 Cars 5/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 3/4"x 6" & wider 1st & 2nds Red Gum.
7 Cars 4/4"x 6" & wider 1st & 2nds Red Gum.
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 6/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 3/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 5/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 3/8"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 4/4"x13" & wider No. 1 Com. Sap Gum.
5 Cars 5/4" Log Run Plain Sycamore.
6 Cars 3/4" 1st & 2nds Plain Red Oak.
8 Cars 4/4" 1st & 2nds Plain Red Oak.
2 Cars 5/8" 1st & 2nds Plain Red Oak
7 Cars 4/4" 1st & 2nds Plain Red Oak.

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY, Memphis, Tenn.

BOX SHOOKS AND VENEERS

Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

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Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

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Complete stock of 3/8" and 13/16" in all standard widths

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Write for our booklet how to take care of gum to obtain best results as cabinet wood

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Wanted

Fifteen thousand 6"x8"x8' No. 1 Sawn, White or Chestnut Oak Ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

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Tennessee Red Cedar

BLACK WALNUT POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD, AT VESTAL, TENNESSEE A SUBURB OF KNOXVILLE

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In the map of Europe will in no way effect the color or texture of our lumber. It will always be the same uniform, soft textured, even (white) colored stock as before.

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Our Own Organization

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Rochester, N. Y.
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MILLS
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Viper, Ky.
Hombre, Ky.

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BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

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THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
500M 4/4 No. 3 Common Hard Maple
100M 4/4 No. 2 Common & Better Soft Maple
100M 4/4 Birch, Mill Run
200M 4/4 Basswood, L. R.
110M 4/4 1st & 2nd Basswood
75M 4/4 No. 1 Common Basswood
90M 4/4 No. 2 Common Basswood
40M 5/4 1st & 2nd Basswood
90M 5/4 No. 1 Common Basswood
60M 5/4 No. 3 Common Basswood
125M 5/4 No. 2 Common & Better Beech
160M 6/4 No. 3 Common Beech

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15,000 ft. 1x6 1st & 2nds Maple.
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200,000 ft. 6/4 No. 1 Common & Better Maple.
100,000 ft. 8/4 No. 1 Common & Better Maple.
100M ft. 4/4 1st & 2nd Maple
40M ft. 5/4 1st & 2nd Maple
100M ft. 4/4 No. 3 Common Maple
500M ft. 5/4 No. 3 Common Maple
20M ft. 6/4 No. 3 Common Maple
100,000 ft. 4/4 No. 1 & No. 2 Common Birch.
75,000 ft. 4/4 No. 3 Common Birch.
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
500,000 ft. 5/4 No. 3 Common Beech.
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
50M ft. 6/4 No. 3 Common Elm
50M ft. 4/4 No. 3 Common & Better White Pine

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16/4 1s & 2s, 8" and up	124,300 ft.
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16/4 No. 2 C. & B., 4 to 7" wide	9,000 ft.
12/4 1s & 2s, 8" and up	203,800 ft.
12/4 No. 1 Com.	26,000 ft.
10/4 1s & 2s, 8" and up	163,200 ft.
8/4 1s & 2s, 8" and up	180,200 ft.
8/4 No. 1 Com., 8" and up	8,200 ft.
8/4 heart culls	72,000 ft.
6/4 1s & 2s, 8" and up	280,000 ft.
5/4 1s & 2s, 8" and up	166,800 ft.
5/4 Bird's Eye	920 ft.
4/4 Bird's Eye	480 ft.
4/4 White	97,500 ft.
4/4 1s & 2s, 8" and up	650,000 ft.
4/4 Heart culls	61,200 ft.
4/4 Plank trim	37,000 ft.

BIRCH

5/4 No. 2 C. & B.	6,200 ft.
5/4 No. 3 Com.	3,000 ft.
4/4 No. 1 Com.	52,000 ft.
4/4 No. 2 C. & B.	180,200 ft.
4/4 No. 2 Com.	28,000 ft.
4/4 No. 3 Com.	93,500 ft.

BEECH

6/4 No. 2 C. & B.	35,000 ft.
6/4 No. 3 Com.	68,000 ft.
5/4 No. 2 C. & B.	409,000 ft.
5/4 No. 3 Com.	31,000 ft.
4/4 No. 1 C. & B.	53,000 ft.
4/4 No. 2 & 3 Com.	859,000 ft.
4/4 No. 3 Com.	57,000 ft.

BASSWOOD

4/4 No. 2 C. & B.	446,000 ft.
4/4 No. 3 Com.	30,000 ft.

ELM

4/4 Full cut	26,000 ft.

ASH

4/4 Full cut	18,000 ft.

CHERRY

4/4 Full cut	1,600 ft.

OAK

4/4 Full cut	6,000 ft.

W. D. Young & Company

800,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
9,000 ft. 5/4x11½" and wider 1st and 2ds Hard Maple.
5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.
4,000 ft. 4/4 1st and 2nds Hard Maple.
700 ft. 5/4 1st and 2nds Birds Eye Hard Maple.
300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
150,000 ft. 4/4 No. 3 Common Birch.
15,000 ft. 5/4 No. 3 Common and Better Balm.
50,000 ft. 4/4 Wormy Pine Mill Culls for boxing.
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RICHARDSON LUMBER CO.
ROSS & WENTWORTH
W. D. YOUNG & CO.

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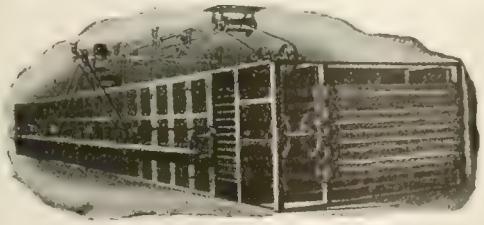

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NICE FLAKY STUFF

SPECIALS
OAK POPLAR CHESTNUT
All Kinds Band-Sawn Hardwoods
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Franklin Bank Bldg. Philadelphia, Pa.

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INTELLIGENT SELECTION

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Cut From Northern Grown Trees

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ESTABLISHED 1867 INCORPORATED 1904

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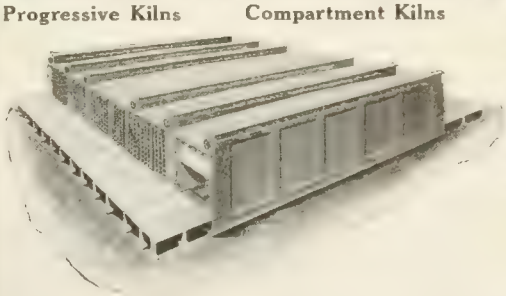
Progressive Kilns Compartment Kilns Pocket Kilns



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The Morton Kiln Produces Quality Lumber

Write for our 3 Complete Catalogs and Specialty Folder 606

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On January 1, 1915, we will remove our general office from Paducah, Ky., to Jackson, Miss.

This change will be made so that we will be nearer our operations and will enable us to take better care of our customers in every way.

We will continue our operations on the Tennessee River, and at the same time will considerably enlarge our Mississippi operations and can furnish anything you require in poplar, 1 in.-3 in.; quartered and plain oak; red and white, 1 in.-2 in. thick; ash, 1 in.-4 in. thick; red and sap gum, 1 in. thick.

Faust Bros. Lumber Co.
PADUCAH KENTUCKY

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LIBRARY NEW YORK BOTANICAL GARDEN

Review and Outlook

General Market Conditions

THE MOST SERIOUS CONSIDERATION before the general lumber trade is the effect which drastic increases in ocean freight rates, and lack of desire on the part of ocean carriers for lumber shipment will have on the domestic business. The extremely active call for export of commodities immediately needed by European nations places shipping facilities at a premium, the result being an arbitrary and unreasonable boost in freight rates, the rates in some cases now being seven or eight times what they were six months ago.

It may be that European countries will feel a sufficient need for American stocks to make it worth while to pay the price which will result from this boost in cost of transportation, but this condition has not as yet manifested itself as a fact. In the meantime lumber exporters are beginning to count on an entire shutting off of export trade after the first of the year.

Of course there has really not been enough lumber shipped since the outbreak of the war to make this a really serious consideration, although in the aggregate the total quantity of shipments has been of considerable proportions. However, it is not likely that the situation will have an unduly serious effect on the trade as a whole, but rather will be detrimental to the interests of individual firms, as it will not be likely to turn back enough lumber on the domestic markets to cause any demoralization.

HARDWOOD RECORD understands there is an investigation now under way which has just started at Washington to look into the action of the steamship companies, and whether or not this will have any favorable effect remains to be seen.

In the meantime there can be no question that domestic conditions are decidedly better. The resumption of buying by the railroads, which became effective a few weeks ago, will very likely be further stimulated by favorable action on the part of the Interstate Commerce Commission on the plea of railroad companies for further freight rate increases. It is entirely likely that the railroads are permanently back into the purchasing field, although to just what extent they will open up their purchasing departments it is impossible to say. So far their supplies have been bought mainly for repair work, but it may be that they will begin to make plans for the manufacture of new stocks and equipment.

The perennial check to buying on the part of the factory and yard trades, which usually occurs in the latter part of November or early in December and even earlier, was not manifest this year until about the middle of the month. That is, the condition did not generally affect lumber sales. However, lumber movements are being held up almost entirely right now on account of inventory taking, which condition, however, is not at all disappointing; on the other hand, lumbermen have felt a degree of satisfaction and encouragement in the fact that a cessation of order placing on account of inventory taking was held up until a later date than usual.

The tone of the evident feeling among all lumber buyers seems to be particularly encouraging for the resumption of order placing immediately following the opening of the new year. There has been a decided inclination not to burden 1914 cash accounts for purchases which are not absolutely necessary. Of course there has been a considerable quantity of lumber going into factories and yards, but in most cases this has only been in strict conformity to immediate and insistent demands from the operating department.

The general tone of reports coming from all over the country has certainly been revolutionized during the past month. Previous to that time there seemed to be no ray of encouragement and deep gloom pervaded the entire trade, especially in the East. However, recent reports even from the conservative eastern states are encouraging in the extreme, although the hope expressed is conservative. No one seems to anticipate or desire immediate resumption on a normal plane, the general hope being that gradual strengthening of business which has been anticipated for so long, will begin to show itself after the new year. That these hopes are based on sound foundations is distinctly proven by conditions which are actually opening up.

The resumption of business in Wall street without undue excitement or undesirable fluctuations is a decidedly portentous omen for good. There is a surprising scarcity of liquidations of foreign holdings, and as a consequence the general tendency toward an easing of the money conditions of the country was not checked by this development in the East. It had been confidently expected that the opening up of the New York Stock Exchange would result in a complication of developments that would have a checking tendency on business throughout the country. However, this development has become a matter of history without the anticipated result.

The whole fabric of the American business seems to be knit with sufficient closeness to withstand the wear and tear incident to present abnormal conditions. It has come through the most serious part of the crisis without undue casualties, and is approaching the new year with confidence entirely justified by conditions and with an unanimous belief in its ability to stand on its own feet squarely, and to make real progress with the opening of the new year.

The opportunity is here to prove American resourcefulness and ability without undue risk. American business men now have the opportunity of proving themselves worthy of the best traditions of American character, or as moral cowards in a business sense. We have the incentive, the energy and the resources to take the former course, and the excuse to follow the latter course. Which road will we follow?

The Cover Picture

THE EVIDENCES OF CHRISTMAS in this issue's cover picture are not so apparent as to cut out all need of the imagination. It is an unusual Christmas scene which has no human being in sight, and no sign of human activities, other than an old, rude road with a wagon track, and without any means of telling whether the wagon was going or coming. The snow on the ground fell some time ago. It does not require much of a woodsman to cipher that out. The snow lies too flat to be newly fallen. Weeds do not rise clean above fresh snow; and another evidence that the snow has been down for some time is apparent in the fact that the trees have none on their small branches, though the upper sides of large limbs bear thin layers, which the wind has not been strong enough to blow off.

A winter forest is usually looked upon as cheerless, monotonous, and uninteresting; but it is so only for those who lack discernment, and who fail to see the interesting phenomena. In some respects an old snow in the woods is more interesting than a new. It loses its pure whiteness, not because the snow itself is any less white, but for the reason that the surface becomes strewn with waste matter from trees and weeds. One is apt to underestimate the amount of such waste until he has noticed it on the snow. The outer layer of bark is constantly disintegrating and falling as fine particles. This bark dust is invisible when it drops on the bare ground or on dead leaves; yet it is considerable. Some trees, like hickory, paper birch, and sycamore, shed their bark in large flakes; but most others get rid of it particle by particle, year in and year out. Every year the tree adds a new bark layer next to the wood, and this compensates for the loss of the outer portion.

Waste comes from buds and fruit, as well as bark, and the snow as it falls catches it. Under birches, sycamores, alders, hemlocks, and several other kinds of trees, so much waste showers down from the outer scales of buds and from cones and other seed cases, that a single day of dry wind through the bare branches often suffices to cover the snow with brown dust and larger particles. Birds skirmishing among the branches for seeds and buds often facilitate the showers of waste, while mice, issuing from their burrows beneath the snow, eagerly pick up such seeds as birds fail to find.

The dark color of the snow in the cover picture is quite noticeable. The tangle of bare branches overhead accounts for it. It is a safe guess that many a feathered or furred creature is picking a Christmas dinner from the branches above or from the hard surface of the snow beneath, though the camera failed to catch them in the act. It is thus apparent that a merry Christmas is quite possible in deep forests, though no human being is present. About Christmas begins the season when the pheasant haunts the sumac thicket, the snowbird seeks the cones on the alder, the quail, retreating from the snowy grain fields, attacks the birch buds, and various and sundry winged residents make inroads on the hemlock and pine seeds yet remaining in the burrs.

A SHORT CHRISTMAS SERMON

The preachers of good will as a Christmas motto do not preach the whole truth, though an essential part of it.

Good will alone is passive; it accomplishes no results unless backed by something more positive and aggressive.

Good will simply opens the way for good work, and it is the good work that counts in human affairs.

Spiritual advice may appeal to disembodied spirits; but so long as body and spirit are united on this earthly sphere, the best advice is that which appeals to humanity rather than to angels.

The man who does something good is better than the man who contents himself with saying something good.

The man who eases his conscience by feeling for the hungry in the bottom of his heart, is not so good as the man who feels in his pocket.

Christmas should not be made the annual clearing house for the conscience, where a moment of charity is expected to atone for a year of neglect.

Good intentions are like good money: they must be put in circulation before they amount to anything worth while.

Some very pious Christians forget that there are emergencies which call for cash rather than for prayer.

A load of coal for a freezing family in zero weather is worth more in that particular case than all the preach-

A Portentous Gathering

ON THURSDAY, DECEMBER 17, there met at the Hotel La Salle, Chicago, in the neighborhood of sixty men prominently and actively engaged in lumbering, or connected directly with the [illegible] were included in this gathering manufac-turers, association secretaries, yard wholesalers and city and country retailers. The purpose of the meeting was to crystallize the rather scattered and unconcentrated thought of the trade at large upon the question of successfully meeting the issue created by the ever increasing utilization of substitutes for wood.

The proceedings of this meeting are fully recorded in another part of this issue, but HARDWOOD RECORD cannot refrain from stating that this was without doubt one of the most portentous gatherings of men prominently connected with the lumber industry, if not the most portentous, which ever took place.

The meeting had two possibilities. There existed before it took place the possibility that those attending would come with lukewarm feelings on the subject and without a keen appreciation and realization of just what the lumber trade is up against. Had they come in that frame of mind the meeting would unquestionably have resulted in nothing more than has resulted from the many talks and agitations on the same question heretofore. It was fortunate indeed that those attending were representatives of all groups of the industry affected. It was particularly fortunate that the attendance was not so ponderous that thorough discussion and action could not be taken. As a result of the seriousmindedness of those men who made up the gathering, of the singleness of purpose and determination to actually accomplish something, the prime object was realized. That is, a real, concrete crystallization of ideas and a definite and practical plan for working out the issue was the result of the day's session.

There surely was no man who attended the session, and there probably never was a meeting of lumbermen the proceedings of which were followed with such earnest application, who left without a firm resolve to see the issue through to the end.

Thus this gathering accomplished something which no large gathering of lumbermen could possibly have accomplished. It started a definite issue along definite lines, and it remains now for the trade as a whole and the mass meeting which will take place on February 24-25 at Chicago, to back the effort of these men who have undertaken the responsibility of putting the third largest industry of the country on a modern, commercial basis and to pledge their support morally and financially without qualification or restriction. That mass meeting should be the objective of every one financially interested in or dependent upon the lumber industry in its many branches. This movement has been launched along simple lines which, with the co-operation of the trade at large, will work out to the satisfaction of everybody. It is up to the trade now to get into their heads that this is a real issue and must be met, and that it is the opportunity and the one opportunity of meeting it squarely and effectively.

A Practical Way of Differentiating Between Red and White Oak

A GREAT DEAL HAS BEEN WRITTEN regarding the differences between oaks coming respectively in the red and white oak groups, and in fact this has always been a question open to a great deal of discussion both among practical men and among technically trained foresters. Of course, the average lumberman who handles hardwoods is competent to tell the difference between ordinary red oak and ordinary white oak, but there are certain species which are

merchantable under each of these headings which come so close to the line of demarcation that it is difficult without some means of positive identification to know in which class they should be put.

So-called scientific methods of identification have been worked out by wood technologists, but in the main these have been of no particular value to the man handling woods as a business.

Samuel J. Record, professor in Yale Forestry School, has made a thorough study of this question, and after repeated and rigid tests announces a means of simple but absolutely reliable identification which can be easily followed by the most humble inspector without any other equipment than a sharp jack-knife and a small hand lens. This lens can be secured at any optical store for from fifty cents to $1.50. It is necessary that the knife be sharp in order that in cutting off a thin slice of wood at the end of the board the fibres and pores are not unduly nicked.

The test consists in cutting off a portion of the rough surface at the end of the wood, which need not be more than half an inch square, preferably choosing a section which shows a ring of growth of considerable width. Any lumberman can distinguish between the springwood and the summerwood in the oak. It is readily distinguished with the naked eye. Looking at this section then it can be seen that there are light colored patches or lines running somewhat irregularly across it, some appearing like tiny flames. It is these lines which should be closely examined with the magnifier. Examine closely the pores in the summerwood, not the large pores in the springwood. If these summerwood pores are distinct and if you can see into them readily and can count them readily, you are looking at a piece of wood from one of the red or black oaks. If, on the other hand, the small pores are indistinct, if you cannot see into them and if there are so many that it is impossible to count them, then if the cut is a smooth one it is a piece of white oak.

Surely this is a simple and logical enough test to meet the requirements of any man. The beauty of it is that it has been thoroughly tested out and verified by more complicated and severe methods which go into the more scientific end of wood identification.

HARDWOOD RECORD has published more complete description of the whole question on another page of this issue, which should prove interesting reading to any one who is particularly interested in the question of wood identification.

A Lesson from the Edison Fire

IT WOULD BE FOOLISH TO SAY the tremendous conflagration which wiped out the Edison plant at West Orange, N. J., would not have occurred if the buildings had been of mill construction. The highly inflammable character of the contents of all the buildings simply nullified the effect of whatever rightful claims the designers of concrete construction had as to their fireproof qualities. This fire should not be taken as a proof that wood is better than concrete for fireproofing, as to the man who is capable of any intelligent thought such claims in this particular case would be too ridiculous to be worthy of consideration.

On the other hand, it is conclusive proof that the concrete advocates are claiming far too much for their materials as a fire preventor. Edison himself has been one of the most ardent boosters for concrete construction and the complete destruction of his model plant must be a severe blow not only to his finances, but to his pride.

No matter what type of construction is used, whether it is some form of material now in use or some invention that will be developed in the future, the fire hazard will always be with us. Statistics have shown without room for controversy that this hazard is more dependent upon the human element by far than it is upon the type of construction. There are few manufacturing institutions which do not carry in their plants highly inflammable materials which if fully ignited will overcome the most stubborn resistance of any retardent material. It is simply a question of proper regulation and care to prevent any incipient flame which might if uncontrolled lead to total destruction.

The concrete people have waged an excellent fight and have succeeded remarkably in establishing a broad field for their products. Lumbermen have in the past, and before this invasion of wood substitutes became an established fact, gone upon the assumption that wood, as always in the past, is a necessary article of consumption and will find a market regardless of the activity of manufacturers of competitive materials. As the realization is forced upon them that those competitors are actively gaining a foothold they have been more indignant than genuinely alarmed over the situation. However, this condition of mind has rapidly been changing in the last year or so, and the result is that lumbermen now appreciate the necessity for putting their commodity upon the same basis of scientific manufacture and merchandising as does the manufacturer of competitive materials. This realization is going to result in the manufacture and merchandizing of lumber in such shape that it will be just as completely applicable to exacting requirements as is concrete. The builder of a concrete structure knows that a certain beam or a certain column must be designed to a certain size and form for a particular purpose. The user of wooden beams, because of the inactivity of lumbermen in informing themselves as to the provisions of building specifications and because of their laxity in actual manufacture, have considered timber as not dependable for scientific designing.

When this issue is met squarely by lumber interests there will follow, or probably there will be established in conjunction with these changes for the better, researches aimed not at tearing down the merchandizing structure built by the concrete advertisers, but aimed rather at establishing the good qualities of wood and its adaptability under all conditions where it can be used. The lumberman will turn his attention to the fullest development of those fields in which lumber is unquestionably preeminent in its utility, and will not foolishly buck opposition where some other material is perhaps better. Until that condition comes to pass the fight against the wood stubstitutes will be carried on on an unfavorable basis.

Such catastrophies as the Edison fire do not prove that wood is a better building material than concrete or steel, nor do they prove that concrete or steel is a better building material than wood. They do prove, however, that no material under such rigid tests can possibly endure.

Making Good the Waste

EXPORT FIGURES are beginning to tell the story of waste in the European war. Of course no figures tell the whole story, but since the waste in certain articles is made up by exports from the United States, the figures give a hint of the destruction in certain directions. Horses, wagons and automobiles may be taken as examples. They wear out rapidly in war and as fast as the old becomes useless, new must be provided if the campaigns are to go on. In times of peace supplies are needed in moderate quantities only; but as soon as armies are set in motion the waste begins.

In October, 1914, there were shipped from the United States to England three times as many automobiles as in the corresponding month last year, and five times as many went to France. England's purchases of horses in this country during that month, compared with the preceding October, increased thirteen fold. The purchases of wagons for the same period for export to Europe increased one hundred and forty-one fold.

It is believed that the largest shipments of these war materials did not begin until after October, and it is probable that export figures will continue to increase for some months. The life of a horse is usually short in an active campaign. The automobile goes fast and far, but it does not go long. A wagon which is good for years of service on the farm or in ordinary road traffic will last only weeks or at most only a few months in war. The roads along which the armies advance and retreat are strewn with wrecks.

That waste must be made good constantly or the army will soon be placed hors de combat. The supplies which go from America are in addition to those which the countries directly concerned can supply for themselves. The value of a wagon or an automobile depends largely upon the wood used in its construction. America has the best wood in the world for vehicles. It has the whole supply of hickory, since this incomparable wood grows in no other country. American oak may not be better than the oak of Europe, but it is more abundant and much cheaper. Oak and hickory are the chief vehicle woods, but hard maple, beech and yellow poplar are valuable for certain parts of vehicles.

World Markets for American Lumber

BY HU MAXWELL

NINTH ARTICLE

Editor's Note

The Arab slave dealer, in search of human chattels, no longer threads the paths of Africa, as he had done for six thousand years. That continent still contains 140,000,000 black people; its deserts, forests, rivers, swamps, lakes, mountains, and plains are still there; but the white man is now in charge. Europeans are the rulers of practically every mile of Africa, and the white man's civilization and progress are replacing the barbarism and stagnation which blighted that continent during so many ages. The English, German, French, Portuguese, Italians, Belgians and Dutch are the ruling classes there. Some of the black people are accepting civilization; others that cannot accept it are disappearing under the pressure of progress, much as the American Indians disappeared. Contrary to former opinion, much of Africa is fit for the home of white men; and the white men are taking possession. The transformation has been rapid in recent years. Railroad trains now run over the routes cut by Livingstone, Stanley, Sparks, and Baker through the jungles. It was not many years ago that Khartoum and Feshoda were so far beyond the white man's influence that Chinese Gordon was left to his fate because no succor could reach him. Now the spot where he was murdered is a civilized city. Uganda was recently ruled by witch doctors. It is now crossed by railroads. Where a few years ago pigmies lived like badgers in holes, bacteriologists are now studying tropical diseases in well-equipped laboratories. Where the wild Cameroons a generation ago were signaling their declarations of war by pounding on drums made of hollow trees, the wireless station is now signaling a thousand miles. Thus Africa has passed and is passing from darkness into light. The change will go forward with accelerated rapidity, and the field of trade and opportunity will enlarge.

Africa is second in size of the five continents. Asia alone is larger. Africa is the poorest in developed resources, but its potential wealth is very great. Nearly the whole of Africa lies in the torrid zone. It is usually considered the type of all that is dry and hot. The largest and most sterile desert in the world lies there, and covers an area larger than the United States.

The continent's total area is 11,500,000 square miles and one-half of it is classed desert. Yet all parts of the deserts are not alike. Some portions are no worse than some of the plateau regions of the United States where water can not be had for irrigation; but other portions are such complete wastes that they support no living thing, either plant or animal. The chief desert is known as the Sahara. Until the camel was introduced by Arabs about 1,300 years ago it is said that it was physically impossible for human beings to reach or cross some portions of the desert; but the camel (properly called "the ship of the desert") has enabled men to reach practically all parts of the Sahara.

Various places, some of considerable extent, have been discovered in various parts of the desert area, where water rises to the surface if wells are bored, and these situations are fertile and produce enormously. The first artesian wells in the world were bored by the French in the Sahara desert.

These facts would be of no special interest to lumber exporters were it not for the fact that possibilities exist for developing a market for lumber in the very depths of the greatest desert on earth. The French have already penetrated long distances into the inhospitable wastes and have opened the way for railroads and trade, though as yet it is only a beginning. The Italians have now secured a foothold in Tripoli, by driving out the unprogressive Turks, and they may be expected to follow the example of the French and develop the waste places wherever possible. The English are already working round through Egypt and the Soudan, and will open the way from the south into the Sahara. No remarkable development is likely, but it should surprise no one if railroads square across the Sahara are built before many years; and then the American exporter can ship lumber to Timbucktu, if he wants to do so. From the north, railroads have already penetrated some distance into the desert.

There is not enough timber in the northern half of Africa to supply even the small local demand. Egypt has a few planted trees, and the mountain ranges south of the Mediterranean coast produce some forests. Those mountains were heavily timbered two thousand years ago, under the Roman dominion, but the modern Arab would rather have five goats than five hundred acres of timber, and in many localities in recent centuries the hills have been deliberately stripped of their forests to make indifferent goat pastures.

East Africa

The eastern coast of Africa is 4,000 miles long, crossing the whole torrid zone. It contains no timber of importance, though some of the kinds are valuable. African cedar, suitable for lead pencils, is reported some distance inland, but precise information concerning the quality is not available. Some of the best ebony on the market comes from East Africa, but not in large amounts. The Egyptians cut ebony there 5,000 years ago and carried it in ships across the Indian Ocean, the Gulf of Aden and the whole length of the Red Sea. It was used by furniture makers and one of the pieces of furniture has survived till the present time. The Egyptians procured locust wood in the same region and samples of it have survived. But there probably never was enough timber in all that long stretch of coast to tempt a modern lumberman, and there certainly is not enough now. There are many thickets but the growth is scrub.

It is in that region, particularly in the Portuguese East Africa possessions, that some of the best markets for American forest products are found, as will be shown in the statistics below. Development is fairly rapid there, considering the vastness of the country and the utter lack of progress on the part of the natives until they come under the influence of Europeans. They are now building long lines of railroads connecting the coast with the interior. Timbers for trestles, bridges, platforms, warehouses, stations and other necessary work connected with railroads will call for more material from America. The "Cape to Cairo" railroad, which already covers half of the distance between the extreme southern and extreme northern regions of Africa, runs nearly parallel with the eastern coast of Africa the whole distance.

The European war affects the whole region. The railroad from Cape Town to Cairo lies on the land of the belligerents every mile of the way. German East Africa is wedged in between British possessions on the north and British and Portuguese on the south. Development may be hindered on account of the war, but there should be in that region a permanent market for American lumber, furniture and vehicles.

South Africa

South Africa belongs to the British, German and Portuguese. It is the most highly developed part of the continent, except Egypt and portions of the Mediterranean coast westward. It is the best market in Africa at present for American forest products. The war has greatly upset business there, but that can be only temporary, and greatly increased trade should follow within a short time. The country has so little timber that even railroad crossties are imported from Australia and India. Thus far none of the business has come to the United States. Our trade with South Africa consists chiefly of structural timber, lumber and manufactured forest products like furniture, cooperage, woodenware and vehicles.

Some writers on South Africa, who content themselves with speaking in general terms, mention forests of large area; but when their statements are pinned down to facts and investigated, the forests largely disappear. There is much thorny brush, some of it barely high enough to hide a galloping Hottentot, but timber trees are few. Some of the brush land, which was formerly thought worthless, has been fenced and is now used as ostrich farms, much as our western mountain forests serve as sheep ranges.

James Bryce's book, "Impressions of South Africa," removes some of the popular misunderstanding regarding the forest resources of that region. He found few trees more than fifty feet high, and they are usually far apart, deformed and thorny. The forests, if

they may be so designated, over extensive tracts, are less than ten feet high. A cactus, known as prickly pear, was carried from the United States to South Africa many years ago and has spread over thousands of square miles, often rendering travel across country well nigh impossible. The same cactus from the United States has gained an alarming foothold in northern Africa.

A few patches of original forest contain trees of good size. One of these is known as the Knysna forest. It is more famous for the lions in it than for its timber. When South Africa was first settled by Europeans lions roamed the country in enormous numbers and the farmers had to wage incessant war against them. The beasts even broke into the stables and ran through the gardens by day as well as by night. But they are all cleared out of South Africa now, except a small remnant which has taken refuge in the Knysna forest.

The South Africans have planted timber which has grown well. Oaks planted near Cape Town by the early Dutch settlers are now of great size. Eucalyptus from Australia has been widely planted and grows rapidly. The pines of Europe, the stone, cluster and Jerusalem pines, also thrive. The success attending these efforts warrants the belief that much of the country will ultimately be reclothed with timber. It is thought that original forests once covered much of South Africa, but were destroyed by centuries of forest fires which the Hottentots, Kaffirs and other nations purposely set to provide pasturage for their roaming herds of cattle.

There is no lack of kinds of trees still in the country, though most are stunted and small. James Bryce collected leaves of fifty-four species and when their identity was worked out at the Kew gardens in England it was found that eleven of them were new to science. That was in 1900 and shows how little had been the work done by botanists in South Africa up to that time.

West Africa

From this region comes what is known in commerce as African mahogany. There are several species, but it is doubtful if any one of them is true mahogany, though they are valuable and take the place of mahogany, and from the lumberman's standpoint it is not important what the botanical names may be.

The region which is here designated as West Africa follows the coast from the Portuguese possessions to the western end of the Sahara desert at the Senegal river. The distance, following the indentations of the shore line, is about 2,500 miles, but only 1,600 in an air line. The strip of forest varies from fifty to one hundred and fifty miles in width. Numerous timber trees, besides mahogany, abound, though the botanical classification has not been well worked out. Many of the timbers are of great value and others appear to be valuable, though tests by actual trial have not been made.

There is little doubt that this is the most valuable timber region of Africa. One of its most promising features is that the climate is so damp that forest fires will not burn, consequently the forest will survive. It is hard to destroy a forest by lumbering alone.

America is now sending little lumber to that part of Africa, but an increase in the trade is probable. It is not likely that we can compete with the woods which grow in West Africa for purposes for which they are suitable, but they are all hardwoods. As that country develops there will be demand for structural timber and it will naturally come from the United States. The people of that part of Africa will not build railroad trestles, warehouses and fences of mahogany. They will sell their mahogany at a high price and buy cheaper and better woods from us for those purposes. That will not be the only instance where people sell one kind of wood and buy another. The Mexicans sell us mahogany and take their pay in yellow pine and Douglas fir. The Africans of the west coast will doubtless do the same.

Back of the timber belt along the coast lie hundreds of thousands of square miles of grass lands which now contain few people, and they are not in the market for our lumber, but the possibilities for an increase in our lumber trade with that region are good.

The Dark Forest

The extensive wooded region explored by Henry M. Stanley on the tributaries of the Kongo river, and called by him the Dark Forest, has an area of 321,000 square miles, according to Stanley's figures. He traveled 1,670 miles through the forest, and the second volume of his work, "In Darkest Africa," contains between fifty and sixty pages descriptive of the region. The forest is about as large as Texas and Louisiana combined. It lies on both sides of the equator and is drained by tributaries of the Kongo river.

That immense wooded tract has been the subject of much interesting discussion. Some suppose that in the future it will figure largely in the world's lumber supply. It may do so, though it is somewhat doubtful.

Unfortunately, the three-score pages of description by Stanley gives little information that can be turned to account in estimating how much merchantable timber is on the tract. Stanley did not see things from a lumberman's eyes. He gives no figures to enable one to estimate how much lumber might be cut, and says very little about the quality of the wood. He gives no botanical names and the common names which he supplies mean very little to a lumberman. The trees range in height from twenty to 180 feet and in diameter from six inches to four feet. That is about all he says regarding size, and furnishes no information as to the relative numbers of large and small trees. He speaks of endless tangles of vines and creepers, loading the trees from their crowns to the ground, and of impenetrable jungles of vegetation near the ground, through which it is necessary to cut paths with hatchets. From this it may be inferred that lumbering operations would be expensive and disagreeable.

The heat is oppressive, rains fall in torrents, lightning is terrific, wind storms are fierce and insects are worse than the plagues of Egypt. If the traveler does not keep moving he is bit by myriads of ants, and if he moves the wasps sting him. Stanley says that trunks of trees that fall are speedily devoured by insects. A person can hold his ear to a log and hear the hum and buzz of insects that are eating the wood. The forest is filled with snakes, apes and other vermin that are undesirable associates.

These details are interesting but they give little information concerning the probable competition that may be expected from that quarter when the American exporter sends forest products to the west coast of Africa. There was, of course, no market for American lumber in that region in Stanley's time, and except on the immediate coast there is none yet. Considerable changes are taking place and greater changes may be expected to follow. The Dark Forest is now included in the Kongo Free State, a country of 900,000 square miles and 30,000,000 people. It is the most populous country of Africa and its agricultural possibilities are great, when railroads have opened it to the world. The Cape to Cairo railroad follows near its eastern frontier for 500 miles, and when railroads or canals have been built around the falls of the Kongo that river will afford an outlet to the Atlantic ocean. However, that is yet in the future.

Area of Population

In a campaign for increasing trade, it is of importance to know the area and population of the various countries, colonies and protectorates of Africa. With regard to population the figures are often estimates, but the areas are more definite. Even these are not always enclosed by fixed borders, for political geography in Africa is not on a firm basis. The war now in progress will probably still further disturb boundaries.

Country	Square miles	Population
French possessions	3,756,760	31,602,000
British possessions	2,832,655	49,462,000
German possessions	908,000	5,720,000
Turkish possessions	900,000	11,800,000
Kongo Free State	900,000	30,000,000
Portuguese possessions	795,270	7,589,000
Italian possessions	643,000	1,850,000
Abyssinia	400,000	3,500,000
Morocco	220,000	5,000,000
Spanish possessions	83,800	519,000
Liberia	45,000	2,000,000
Total	11,585,485	149,042,000

The above figures do not include changes due to the war recently concluded between Italy and Turkey. The Italian possessions should be largely increased and those of Turkey correspondingly decreased.

It may be remarked in passing that chances to sell American lumber are probably better under Italian than Turkish rule.

Transportation

Seagoing vessels cannot make much use of Africa's rivers. They are either too shallow or they are obstructed by cataracts. The Nile is the longest river in the world; the Kongo is exceeded in volume only by the Amazon; the Niger and Zambezi are large streams, but as avenues of trade between the interior and the sea they are at present of little value. Small vessels can sail thousands of miles on their upper courses between, above and below the rapids which are met with in many places.

Railroads supply the only means of transportation which lumbermen can use between the ports on the coast and the interior. These roads are at present capable of handling all the business that comes to them. Most of the good ports have railroads running some distance inland, some of them hundreds of miles. Lack of transportation facilities is not a hindrance to the extension of the American lumber trade in Africa. Beyond the termini of the railroads there is at present little demand for forest products, such as we have to sell.

The distances from the eastern and Gulf coasts of the United States to the African ports are not so great as those from our Pacific ports to eastern and southern Asia and to Australia. The eastern African coast is somewhat farther away but is within easy reach. American lumber is finding its way to eastern Africa along the whole line from Egypt to Cape of Good Hope. It is no trouble to send cargoes; the only trouble consists in finding markets in Africa. We compete there with Australia, India and the countries of northern Europe, and the present demand is small in proportion to the vast extent of country. What we have is worth holding and the prospect is excellent for securing more.

Exports

Our forest products exports to Africa for 1913 show that the range of commodities is extensive. A beginning has been made in nearly all lines and in some of them the progress has been encouraging. Figures somewhat in detail concerning the American lumber trade there are given below, all of the statistics being for 1913.

TIMBERS

Africa is not a promising market for American round and square timber. It is a fact that Africa sells us more of such timber than it buys from us. It has mahogany, ebony and cedar for sale in the log, and it buys hickory, beech, walnut and longleaf pine. Its purchases in 1913 amounted to $3,892 worth of hickory, all of which went to British South Africa; $208 worth of black walnut, which went to the same market; while Portuguese Africa paid $300 for miscellaneous round logs. Longleaf pine went in sawed square logs as follows:

British South Africa	$159,950
French Africa	147,912
Portuguese Africa	132,094

LUMBER

Rough lumber of several species reaches various parts of Africa from the United States. Fir, presumably Douglas fir from Washington and Oregon, was bought last year to the value of $80,880 by British South Africa. The same market took gum invoiced at $1,948, and Egypt bought to the value of $1,320. No other gum went to that market last year. South Africa purchased $24,646 worth of ash, and the purchases of this wood by German Africa amounted to $123. White pine has a fairly good market on the Dark Continent and was sold in amounts shown below:

South Africa	$125,406
British West Africa	5,857
Portuguese	4,908

The Portuguese colony is the largest African buyer of longleaf pine lumber, though eight states or colonies purchased the article last year to the following values:

[illegible]	$164,458
[illegible]	67,379
[illegible]	63,215
[illegible]	39,192
British West Africa	35,760
Morocco	16,739
German possessions	1,346
Liberia	1,219

Other yellow pine, the exact kinds not being specified, was exported to the countries named: British possessions, $56,389; the Canary Islands, $9,742; Portuguese, $3,267, and Liberia, $569.

South Africa bought yellow poplar to the value of $63,882, Portuguese $3,504, and the German possessions took $100.

The spruce shipped to South Africa was worth $7,816, and that to the Portuguese possessions $2,760.

Sales of various other lumber is here shown: South Africa, $9,396; Portuguese colonies in East Africa, $1,331; Canary Islands, $1,250. The Canaries imported from the United States joists and scantlings worth $22,703 and the Portuguese bought to the value of $90.

BOXES AND COOPERAGE

The Africa market for boxes and cooperage materials is reaching respectable proportions. South Africa in 1913 bought box shooks from us to the value of $3,939, and Liberia's purchases were worth $168. French African colonies imported $900 worth of barrel shooks, and South Africa $526. Staves, however, constituted the largest item of cooperage, of which French Africa took $30,056, South Africa $29,124, and the Canary Islands $676. Miscellaneous articles of cooperage imported into various parts of Africa were valued at $50,385. To this should be added empty barrels worth $6,212.

DOORS, SASH, AND BLINDS

South Africa	$161,086
Portuguese possessions	15,897
Liberia	496
German Africa	116

FURNITURE

South Africa	$196,200
Portuguese possessions	15,918
Egypt	10,494
French Africa	8,715
British West Africa	4,379
Liberia	2,837
British East Africa	2,364
Canary Islands	2,136
Morocco	870
Belgian Kongo	354
German Africa	344
Tripoli	125
Madagascar	61

The exports of incubators and brooders to Africa have not yet attained large proportions, but the following figures show that a good beginning has been made: British possessions, $7,793; Portuguese, $195; Egypt, $40; French Africa, $9.

Interior house trimmings were shipped to South Africa to the value of $29,854, Portuguese possessions $714, and Egypt $37.

Woodenware to the value of $35,133 went to British possessions and Egypt took $37 and South Africa bought wood pulp worth $9,209.

CARRIAGES AND WAGONS

	Carriages	Wagons
British possessions	$32,298	$21,536
Portuguest	3,728	6,901
German	3,431	739
French	542	1,066
Egypt	445	72
Canary Islands	333	197
Spanish Africa	150	....
Madagascar	85	....

WHEELBARROWS AND HANDCARTS

British Africa	$60,072
Portuguese	1,927
French	400
Egypt	224
German Africa	10

MISCELLANEOUS

British Africa	$161,369
Portuguese	15,045
French	1,843
Liberia	1,252
German	1,213
Egypt	915
Madagascar	18

SUMMARY

The summary of all forest products exported from the United States to the various provinces and colonies of Africa in 1913 is as follows:

Longleaf pine timbers	$ 439,956
Longleaf lumber	389,314
Furniture	244,797
Doors, sash, and blinds	177,671
White pine lumber	136,167
Fir lumber	80,880
Miscellaneous yellow pine	69,967
Yellow poplar	67,526
Wheelbarrows and handcarts	62,633
Staves	59,856
Miscellaneous manufactures	47,985
Carriages	41,012
Woodenware	35,334
Wagons	30,511
House trimmings	30,105
Oak lumber	24,769
Scantling	22,793
Miscellaneous lumber	11,977
Spruce lumber	10,576
Pulp	9,209
Empty barrels	8,037
Round logs	4,400
Box shooks	4,107
Gum lumber	4,078
Headings	2,500
Barrel shooks	1,426
Shingles	1,168
All other manufactures	182,255
Total	$2,201,009

TRADE WITH AFRICA

Portions of Africa have held important places in the world's trade since the earliest history, but the trade of the world was very small in remote times. The Africans always had something to sell and were always willing to buy. The Egyptians had grain for barter while surrounding peoples were starving. The same corner of Africa was carrying on a lumber business with Syria a thousand years before Solomon sought cedar and fir in Lebanon for his temple. Carthagenian ships were trading with every known country at a time when the site of Rome was a sheep pasture, and skin-clad Britishers were clubbing wild hogs in the wilderness where London now stands.

Africa is still open for business with the world. It still has articles for sale, but trading is now on a larger scale than when the Somalians went on long trading trips to swap an ox horn of musk for an ox horn of salt, or when Egyptian ships spent four months in procuring a cargo of ten thousand feet of cedar logs and conveying them two hundred miles.

Africa now sells cotton, sugar, rubber, tobacco, coffee, wool, cattle, goats, skins, grain, logs, gold and diamonds. These include the cheapest and most costly commodities in the world, and they go to all parts of the civilized trading world. There is no scarcity of commodities to exchange for our forest products. The continent of Africa is 16,000 miles in circumference, and almost every port is a prospective center for the purchase of our lumber or of articles made wholly or in part of American wood. Development is very rapid in many parts of Africa and lumber is one of the things which will be needed in large amounts, and much of it must come from distant countries.

National Forest Fires in 1914

The season of 1914, according to the officials of the Forest Service, carried greater danger from fire to the national forests than any year since the establishment of the national forests. To meet this emergency and to prevent great loss of public property the Department of Agriculture was obliged to exceed the amount appropriated for fire protection and incur a deficiency of $349,243. The conditions of drouth and other factors of forest fire hazard were said to be worse than in 1910, when the disastrous Idaho fires occurred.

Weather bureau reports show that in most of the Rocky mountain and Pacific coast region last winter's snows were much below the normal, and as a result there was an early spring and an early drying out of the forests. In western Montana and northern Idaho there were forest fires in considerable numbers by the end of May and they continued until October. In California, where there is normally a very long season of drouth, the fire season started in some portions five weeks earlier than usual, and in the southern part of the state the fire danger was still great at the end of November. A long dry season, sustained periods of high temperature, recurring hard and steady winds, and in certain places unusually hot, dry nights rendered the forests exceedingly inflammable and the problem of fire prevention unusually difficult.

MORE THAN SIX THOUSAND FIRES

The total number of fires during the season of 1914 which threatened the national forests and which had to be handled by the protective organization of the Forest Service were 6,112, or about 1,000 more than occurred in 1910. This number represents the fires reported up to December 1. At that time reports indicated that there was still a dangerous condition in southern California and in certain portions of the national forests of the east. The service says that the total for the year will be increased by fires in these regions during December.

The most serious conditions are reported from western Montana and northern Idaho and on the Pacific slope. The weather conditions in the central and southern Rocky mountain regions were more nearly normal. As a consequence only fifteen per cent of the total number of all national forest fires occured in these regions and they were handled without difficulty and with very small loss of property.

Of the entire 6,112 fires which threatened the national forests, eighty-one per cent were extinguished by the protective organization before they had covered ten acres. The percentage of fires that burned over more than ten acres was smaller than in any previous year.

While detailed reports have not yet been received appraising the exact loss to the government through the forest fires, a preliminary estimate shows that the loss of merchantable timber will probably not exceed $400,000. In 1910 the corresponding estimate of loss was nearly $15,000,000, but later estimates materially reduced the amount. Through the work of the protective force the fires this year were largely confined to old burns and to less heavily timbered acreas. The loss to the government through the destruction of young trees which had sprung up in these openings is larger than the actual loss to green timber, though it is always a difficult matter to estimate the loss resulting when a fire runs through an extensive region abounding in young growth.

REGION OF GREATEST DANGER

In Montana and Idaho alone it is said that the value of specific bodies of timber which were threatened by the approximately 2,000 fires which started and were put out, aggregated the enormous sum of over $59,000,000. It was in this section that the largest amount of money had to be spent to prevent a recurrence of the great disaster of 1910. In Oregon and Washington the 1,200 fires which were handled by the department threatened upwards of $24,000,000 worth of timber, and these figures, according to the department experts, do not include the value of non-merchantable timber and young growth on about 5,000,000 acres of land, and several million dollars' worth of ranch and other private property which lay in the path of the threatening conflagrations. Figures are not yet gathered of the precise amount of damage threatened by fires in California and other national forest states, though they are expected to add large amounts to the total value of the property threatened and saved.

Three Dozen Chances for Gain

Editor's Note

The following paper was read by F. F. Chandler, a manufacturer of boilers and engines at Indianapolis, Ind., before the annual meeting of the National Veneer and Panel Manufacturers' Association, held at Chicago, December 8 and 9.

After having spent a good many years in studying, designing, selling and installing power producing plants I have come to the general conclusion that this department of most manufacturing institutions is the most neglected and is more wasteful in proportion than any other. Take you, as veneer manufacturers for instance. How many of you can truthfully say that you know as much about the correct theory and modern practice regarding your power plants as you do about the correct theory and practice of the operation of these other machines in your factories which actually fabricate your product? Is it not true that you are constantly figuring on the time when you can afford to buy a better veneer saw or a veneer dryer, or a better knife grinder, mortiser, tenoner, or what not? Are you not constantly figuring on how you can route your material through your factory to better advantage. These things are all proper subjects for your best thoughts. Please don't think that I hold the opinion that the power plant can possibly be the most important part of your business, but it is primarily a very important thing as you well know. A few minutes stopping of the machinery totals up to several hours of lost time when all the employes who are made idle are considered.

How many of you are operating entirely on refuse matter produced by your mills? Would you like to? I know the answer is yes without asking you to speak it. It may not be possible for all of you to operate entirely on waste matter because the waste matter you produce may not have the proper number of heat units to produce the power you need, but if you are buying any coal at all would it not be interesting and profitable to you to buy less than you are now purchasing? Even in plants where slabs are practically used along with sawdust it should be profitable to save the slabs and sell them for fuel if you can thereby produce a little more revenue.

To make a long story short, if you are interested in reducing or eliminating your coal bill or in reducing the amount of salable wood which you are now burning, then you should be interested in some of the things I can and will tell you.

The whole subject of economical power production can be summed up in three words, "Stop the leaks." All losses which can possibly occur in the production of power can be attributed either to loss of heat or to mechanical friction or slippage of pumps. The study of those places where the greatest amount of loss can occur is, of course, the most profitable. Without any hesitation I can say that the greatest source of loss in most plants is in the uneconomical way that steam is generated. The next greatest source of loss is in not utilizing the heat value in the steam exhausted from the engines. Losses to a greater or a lesser degree are to be found in many other places and I will therefore number each point showing how each becomes a chance for gain.

Proper Routing of Steam Important

In these days when many central electric light stations are offering current for power purposes at very low figures you have a very much better reason for looking upon your power plants as an investment rather than an expense, because you have a waste product in a form which can be used as fuel for making power. Therefore you should strive to keep your ledger account for purchased fuel or electric current as low as possible. These accounts can sometimes be eliminated by making your power plants sufficiently economical to make much expenditure unnecessary.

It is somewhat difficult for me to talk to you in a way which all of you will understand for some of you undoubtedly can generate sufficient power with your waste products while others cannot.

For those who do have a purchased fuel or power account let me say that the production of heat and the routing of it without wasting it through your furnaces and boilers and pipes and engines, etc., is just as important an item to you as the proper routing of the material through your factory. You are all interested in the economical routing of the material and you know something about how it can be accomplished, but how many of you know about the economical routing of heat and about making it produce all the work possible?

Heat Loss in Furnace, Stack and Piping

For those who are interested in the reduction of coal cost, current cost, or in the increase of salable wood, the following points can be looked to with great benefit.

To go back to heat loss in furnace and stack. For the kind of fuel to be burned a study of the best form of furnace and setting will produce profitable results. Strange as it may seem to you the type of boiler is not important so far as economy is concerned, but the design of the furnace, the floor space, and initial cost of installation is. A correct type of furnace for the fuel to be burned will produce good results with any type of boiler. The problem is to produce the required amount of steam with the least possible expenditure of fuel. The power house equipment which should have attention to get this result is: Rocking and dumping, or hollow blast grate; down draft furnaces; Dutch ovens and other forms of special furnace construction; automatic stokers; induced, forced, or balanced draft; well-designed stacks; superheaters; economizers; feed water purification; soot removing equipment; mechanical scale removers; feed water heaters; boiler room instruments; hot wells; economical pumps; coal handling equipment; ash handling equipment.

Here are eighteen places where gains can be made, and I have not yet gotten out of the boiler room.

Now comes the piping suggestions as follows: Good pipe covering for both steam and exhaust lines; steam separators or drip pockets; steam traps; tight gaskets; correct piping arrangements.

Before I leave the points which relate to piping, I wish to say that the only leaks in a plant which can actually be observed by the naked eye are those which permit the blowing of steam caused by bad gaskets and packing. Do not think, however, that you have saved all the leaks when you have stopped these.

Money in Exhaust Steam

In the engine room we have saving possibilities in economical steam engines or turbines; jet, surface and barometric condensers; economical generators; well arranged switch boards.

I have already stated that by far the greatest loss in power production results from incorrect methods in the production of steam, and that the next place where the greatest gain can be made is in utilizing to the fullest extent the heat that remains in the exhaust steam.

In order that you may more fully realize the value of this point, and why you should not let a cubic foot of steam go to waste into the atmosphere, I wish to tell you briefly about how heat is distributed in converting water into steam and *vice versa*.

To convert well water at say 60° F. temperature into steam at 100 lbs. pressure, requires 1,157 British thermal units per pound of steam, a British thermal unit being a measure of heat value just as a pound is a measure of weight. Now then when this pound of steam is expanded through the engine or turbine and then exhausts into the atmosphere it contains a total of 1,119 of the original 1,157 units put into it. So you see the actual work done in the engine is done with a very little heat loss. When the steam exhausted is cooled sufficiently so that it again returns to water it gives up 965 of the total 1,119 British thermal units in it which you will immediately see is a very large per cent and the water of condensation resulting is at a temperature of 212°.

Now as a very large per cent (in this case eighty-five per cent) of the original heat value put in the steam is blown out of your exhaust pipe, can't you see that if your steam is costing you any-

thing at all to produce it is well worth while utilizing in some other way. How many of you use your exhaust steam for steam heating or boiling glue pots, etc.

The exhaust steam wasted in the United States in one day would make one fabulously rich.

One of the most surprising things in connection with the money value of exhaust steam is that while it is one of the most valuable heat transmitting mediums yet it can also be made to produce ice and refrigeration in a most surprising way, without the use of any moving machinery, except a few small pumps.

If I were to tell you that the exhaust steam from the average 100-lb. engine, if it were kept running twenty-four hours at full load, could be made to produce about forty tons of ice in that time, you would gasp—but it is the truth, nevertheless.

Some ice companies are actually paying out real money for the purchase of exhaust steam, so valuable is it in ice production, and yet the majority of you throw it away.

I can point out plants in this country which are producing ice by this process for from thirty to fifty cents a ton and I expect most of you pay almost this much per hundred pounds.

Further Money-Saving Possibilities

There are a few more places in a power plant where money can be saved and to which you, as owners, should also give some supervision and attention. They are: Line shaft alignment; group motor driving; piston and valve rod packings; electrical wiring; convenient plant arrangement; efficiency of your employes.

I could really go on to tell you of many more points worthy of attention. How, for instance, many plants have from twenty-five to fifty per cent more boiler capacity than actually necessary, and how some plants I know of have cut their coal bill to absolutely nothing, but I think I have told you enough to start you thinking. I could tell you with fair degree of accuracy what per cent of saving could be made by the employment of these various suggestions, but it is too long a story for one day.

With steam at 100-lb. pressure, if liberated through an orifice 1 inch square, a quantity will escape which will be equivalent to almost 200 boiler. As an orifice 1 inch square has a diameter of about 1⅛ inches, you will see how easy it is to lose money by permitting steam leaks to exist. Think also how the sum of all the little leaks in your plants may mount up into a sum which means a material loss.

A veneer plant has a large use for hot water for boiling blocks. I am not sufficiently informed regarding the details of veneer manufacture to know if these have to actually be boiled or not. If they do, then live steam will be needed if steam is used. Under such circumstances it is a question in my mind if you can afford to use steam for boiling blocks providing you have to buy coal. Of course if you have plenty of offal for fuel then it really does not make much difference.

I think if I had a veneer plant and had to buy coal I would design my boiling vat to burn the fuel under it and then locate it so my firemen could attend to it just as they would a boiler. The reason for making this statement comes from a knowledge of the heat values of steam and fuel. A little inspection into a steam table will give you the reason clearly.

If your feed water is at a temperature of say 180° on entering your boilers, then it will require 176 British thermal units to raise it to a temperature corresponding to 125 pounds steam pressure before the water is in a condition for steam making. Then a further amount of heat has to be given to this heated water to evaporate it. This amount is 865 British thermal units. In other words, the total heat to produce steam which has to be applied to each pound of feed water which is at 180° temperature is the sum of the given amounts which equals 1,041 British thermal units. The temperature of this steam is 352° F. Now with this little explanation of the heat required to generate live steam, let us go backward with it. If used for boiling blocks, this steam is turned into the tank. In giving up the heat necessary to boil the water the steam is condensed and the condensation is led off by means of a trap. If the water led off by this trap is at a temperature of 212° then the live steam gives up 965 British thermal units when it condensed into water. Please remember, however, that we put 1,041 British thermal units into the steam so that we show a loss of 76 British thermal units, or about 7.2 per cent, which is just the amount of fuel wasted by heating the vat with steam as compared to heating it direct.

This deduction is made on the assumption that the method of burning the fuel under the vat would be as economical as the burning of fuel in the furnaces under the boilers. The saving I have shown does not necessarily mean that those of you who are boiling your vats direct with coal are doing so at a saving over those who are using steam, but it at least is the correct theory.

Unfortunately the only steam tables that most people are familiar with are those in dairy lunches. The tables I refer to are compiled for those who are interested in values of steam under different conditions, and are of inestimable value.

Baltimore Exports for November

The showing made by November in the export trade is in some respects not so good as that for the previous months, the total value of the shipments made constituting a loss of more than $5,000. As compared with the same month last year the exhibit is also to be regarded as disappointing, but the fact must not be lost sight of that these are abnormal times, when the ordinary standards of measurement are at fault and when allowances must be made for unusual conditions. It appears from the statement that no logs at all were shipped during the month, against some 230,000 feet for November of 1913, and the forwardings of oak lumber also dropped to small proportions, being only one-third of those for November, 1913. Poplar declined in an even greater proportion, and the expectations raised by the statement for October were hardly borne out. But when everything is said that could be advanced, the fact remains that stocks are moving to a larger degree than might have been supposed under the circumstances and there are even indications that an expansion will take place in the future. There can be no doubt that the large accumulations resulting from the diversion of shipments to British ports have been in a measure absorbed, and that the current needs of the United Kingdom will consequently have a chance to assert themselves to a more pronounced degree. The statement for November, as compared with the same month of last year, is as follows:

	1914		1913	
	Quantity Ft.	Value.	Quantity Ft.	Value.
Logs, Hickory	.....	.....	92,000	$ 2,660
" Walnut	.....	.....	100,000	6,731
" All others	.....	.....	40,000	1,900
Lumber, Oak	666,000	$23,040	1,890,000	62,434
" White Pine	24,000	648	.....	.....
" Yellow Pine	12,000	410	42,000	1,100
" Poplar	55,000	2,040	209,000	6,722
" Spruce	.....	.....	13,000	525
" All others	157,000	5,740	382,000	16,902
Shooks	1,572	1,764	1,130	1,283
Staves	7,435	1,220	24,926	1,790
All other manufactures of lumber		1,846		20,420
Furniture		3,041		2,084
All other manufactures of wood		5,666		26,284
Totals		$45,435		$150,935

Many communications are being received by the Department of Commerce regarding the increasing demand for ties in the war zone. While there doubtless is some scarcity of ties due to the unusually large numbers that have been used in the construction of military railways and in cribbing bridges, it is pointed out at the Forest Service that there is nothing in the situation to make a market for any large number of ties. There never was a time, it is believed, that consignment business was more risky. American dealers should not make shipments without orders at this time, experts here declare.

Only 7½ per cent of last season's 400 fires in national forests of Utah, southern Idaho, western Wyoming and Nevada caused losses in excess of $100.

Pertinent Legal Findings

Time for Removing Standing Timber

Where a deed to standing timber does not limit the time within which the same is to be removed, the landowner is not entitled to maintain suit to cancel the deed on the mere ground that the purchaser has failed to cut and remove the timber within a reasonable time. (Mississippi supreme court, Forest Products & Manufacturing Company, 66 Southern Reporter 279.)

Payment for Lumber Inspection

According to a decision of the Michigan supreme court handed down in the case of Fish vs. Crawford Manufacturing Company, 79 Northwestern Reporter 793, a lumber company which has agreed to sell a quantity of lumber may be held liable for the whole inspection charges, where it appears that the inspector was agreed upon by both parties to tally the lumber, that the lumber company's representatives permitted him to complete his work and paid him one-half the charges, and that there was a local custom binding the seller of lumber to pay the entire inspection charges in the first instance at least.

Damages for Breaking Logging Contract

Where one who has contracted to conduct logging operations for a lumber company is prevented from completing the work on account of the company's repudiation of the contract, he is entitled to recover the contract price for all work done and the profits he would have realized from finishing the work. (Kentucky court of appeals, Wilford vs. Langstaff-Orm Manufacturing Company, 170 Southwestern Reporter 1.)

Enforcement of Contract to Convey Timber

Suit lies to compel a landowner to comply with a contract to convey all the standing timber on a certain tract; the buyer's remedy not being limited to a claim for damages for breach of the contract. A contract to deliver good title to standing timber on payment of an agreed price involves the performance of concurrent conditions; it is the primary duty of the buyer to tender payment, and when he does that the seller is obligated to at once deliver title. (United States district court, northern district of West Virginia; Wilson vs. Seybold; 216 Federal Reporter 975.)

Right to Rescind Logging Contract

The rule of law that mere failure to pay an installment due under a contract does not ordinarily justify the other party to recover damages on the theory of repudiation of the entire contract was applied to a logging contract by the Minnesota supreme court in the case of Beatty vs. Howe Lumber Company, 79 Northwestern Reporter 1013. Plaintiffs entered into a written contract with the lumber company to cut, boom and deliver logs, payment for the service to be made in installments, and on the company's failure to make one of the stipulated payments, plaintiffs elected to treat the contract at an end and recover not only for services already performed, but damages for preventing further performance.

Confusion of Lumber

There is an interesting principle of law that when one person wrongfully confuses quantities of goods belonging to him with those owned by another under such circumstances that the separate quantities cannot be ascertained, the former must bear the loss, and in a proper case may be denied the right to claim any of the confused mass. This principle was invoked in the case of Keweenaw Association vs. O'Neil, 79 Northwestern Reporter 183, wherein plaintiff sued to replevy lumber manufactured by defendant from logs cut from defendant's land. It appears that this lumber was commingled with lumber cut from logs which admittedly belonged to defendant. Answering the claim made by plaintiff that this commingling of the logs resulted in such confusion of property as to give plaintiff title to the whole, the Wisconsin supreme court said:

"The doctrine of accession through confusion of goods is old. But it involves a forfeiture, and is never applied where it can be consistently avoided. * * * 'But this rule only applies to wrongful or fraudulent intermixtures. There may be an intentional intermingling, and yet no wrong intended, as where a man mixes two parcels together, supposing both to be his own, or that he is about to mingle his with his neighbor's by agreement, and mistakes the parcel. In such cases, which may be deemed accidental intermixtures, it would be unreasonable and unjust that he should lose his own, or be obliged to take and pay for his neighbor's, as he would have been under the civil law. In many cases there will be difficulty in determining precisely how he can be protected with due regard to the rights of the other party, but it is clear that the law will not forfeit his property in consequence of the accident or inadvertence unless a just measure of redress to the other party renders it inevitable.' In such cases, as in those where the intermingling is lawful, as by agreement, the rule does not apply, and the parties become tenants in common of the whole. There is no reason why the same rule should not apply where the goods are identical in quality, and of equal value. * * * The record discloses no bad faith, and there is nothing to indicate a difference in quality or value of the lumber of the same kind. If, therefore, the plaintiff were entitled to the product of the two trees, he should have contented himself with a proportionate share of the lumber."

Receipt of Freight by Railway Company

A car was spotted for a shipper, and, it having been loaded, he notified the railway company of that fact, and stated that a bill of lading would be presented for execution in the morning. Thereupon the railway company switched the car to a point in its yards where it could be more readily switched into an outgoing train. While standing at that point during the night, the car and its contents were destroyed, and the carrier denied liability for the loss of the freight on the ground that it had not received the same into its possession. Held, that, notwithstanding the fact that no bill of lading had been issued, the jury was warranted in finding that the railway company had received the shipment for transportation. (Kansas City court of appeals, Morrison Grain Company vs. Missouri Pacific Ry., 170 Southwestern Reporter 404.)

Responsibility for Employe's Trespass

An employe is liable for willful trespass upon land and for wrongful cutting of timber thereon, in the course of his employment, although the acts were committed without the company's knowledge or consent. (Minnesota supreme court, Helppie vs. Northwestern Drainage Company, 149 Northwestern Reporter 461.)

Buyer's Right to Rescind Contract

If a hardwood tank sold were not of the quality contracted for, the buyer was entitled to rescind his purchase and return the tank within a reasonable time. But before a purchaser is entitled to cancel his contract, the seller must be put in substantially the same position that he occupied before the contract was made. The buyer must return or tender back the property at the place of delivery, unless, upon making an offer so to do, he is relieved of the obligation by a refusal of the other party to receive the goods if tendered. It is not sufficient for the buyer to make a proposal to return the property, or to notify the seller that he holds it subject to his order. Maine supreme judicial court, Stevens Tank & Tower Company. vs. Berlins Mills Company, 92 Atlantic Reporter 180.)

Logs Lost Pending Delivery

A contract to sell several thousand sawlogs provided for measurements in November and March, while the cutting was in process, and required the seller to brand all the logs, and deliver them at a point on a stream to which they were to be floated. Some of the logs were lost because not branded, they having been washed away by high water. Held, that the seller is not entitled to recover the value of these logs on the ground that if the buyer had measured the logs within the time required by the contract, they would have been branded and hence not lost, since the buyer's delay in measuring them did not exonerate the seller's contract duty to brand and take care of the logs. (Kentucky court of appeals, Swann-Day Lumber Company vs. Cornett, 170 Southwestern Reporter 516.)

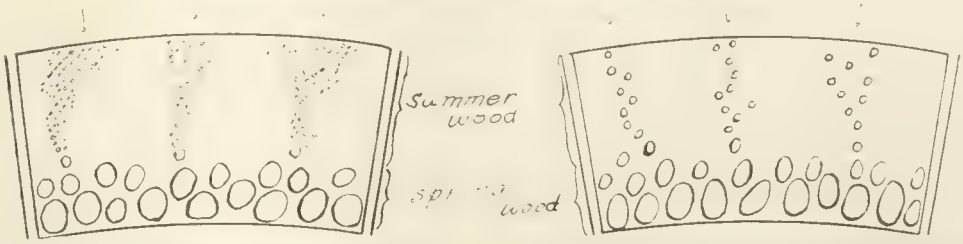
An Easy Identification of the Oaks

A great deal has been written about the identification of the oaks. The Forest Service issued a bulletin on the subject but it was way over the heads of the men who have the most need of the information. What is wanted is a simple and easy way of telling white oaks from red or black oaks. Within these groups it is not very important, as a rule, to know the species. This is fortunate, for not even the experts with all their refinements of laboratory methods can make specific identification of the oak woods with any degree of certainty.

There are several characters distinguishing one group from the other but there are so many exceptions that any single feature may prove misleading. Take for instance tyloses, the froth-like tissue that plugs up some of the pores. They are commonly associated with white oaks but they may be absent in the sapwood, and may be present in abundance in the red oaks. Associated with this is the blowing test. You can blow through red oak wood but not through white oak—sometimes. This may help a little with small pieces but is largely dependent upon tyloses which may or may not be present in woods of either group. At best it is an unsatisfactory test.

There is one sure test with the compound microscope, using very thin sections across the grain. Such sections can be cut with a sharp pocket knife, and if one has a big microscope and knows how to use it, satisfactory results can always be obtained. The thing to look for is the character of the pores out in the summerwood. They have thick walls and are round in red oaks, but are thin walled and angular in the white oaks. At least one firm that the writer knows of has gone so far as to equip its inspectors with compound microscopes which they are taught how to use in all cases of doubt.

These are the lines of pores to look at with the hand lens.



WHITE OAK.—PORES IN SUMMERWOOD SMALL, INDISTINCT AND TOO MANY TO COUNT UNDER MAGNIFIER.

RED OR BLACK OAK.—PORES IN SUMMERWOOD LARGER, DISTINCT AND READILY COUNTED UNDER MAGNIFIER.

But such methods are too refined, slow and expensive to appeal to most wood users and dealers, and it is to aid the ninety and nine that the following simple and sure test has been developed. The writer has tried it out repeatedly upon oak woods of every kind available and from all parts of the country and has checked his findings with careful laboratory methods and the test holds. Southern oaks prove exceptions to many of the usual rules applied in northern oaks, but by the present method are readily and positively classified in a minute.

This test makes use of the one constant feature used by experts with the compound microscope, but the only equipment necessary is a pocket knife and a small hand lens or pocket magnifier. Everybody possesses a knife and the lens can be purchased at any optical goods store for from fifty cents to a dollar. It will pay to get one costing upwards of a dollar and made to fold so as to slip into the vest or watch pocket. A good pocket lens is no bigger than the end of the finger. The only requirement for the knife is that it be *sharp*. If it is not sharp it will tear or crush the pores of the wood and obscure the structure so that the essential features can't be made out. A knife with a rounded edge is better than a razor as the blade of the latter is too thin to withstand cutting hard oak without nicking.

With the sharp knife cut off a portion of the rough surface of the end of the wood in question.. The area thus smoothed off need not exceed half an inch square and if the wood is green it will cut very readily. It is best to choose a growth ring of considerable width where possible because a narrow ring of oak is composed mostly of large pores of the springwood and this test is not interested in them. What is wanted is a good view of the small pores in the darker and harder band of summerwood.

If you look at this band of summerwood with the naked eye you will see that there are lighter colored patches or lines running somewhat irregularly across it, sometimes appearing like tiny flames. It is at these that you want to look closely with the magnifier. The man who has had no experience with a small lens uses it as he would a reading glass; he puts it near the object but looks at it from a distance. The proper way is to put the eye right up to the lens and then get the object in focus. This means getting the wood about even with the tip of your nose. If you never tried this before you will be surprised how much more you can see and how much plainer you can see it than when the eye is at a reading distance.

Now look at the pores in the summerwood, not the big ones in the springwood, mind. Are these summerwood pores distinct? Can you see into them readily? *Can you count them readily?* If so, you are looking at a piece of wood of one of the red or black oaks. If on the other hand these small pores are indistinct, if you cannot see into them, or if there are so many of them that it is impossible to count them, then (assuming that the cut is a smooth one) you are looking at a white oak. If your cutting has been poor it will show up under the lens and the thing to do is to repeat the process until a smooth surface is made, whetting the knife meanwhile. In southern white oaks of rapid growth it will probably be found that the pores in the summerwood are distinct enough to be seen individually; in fact, this may be the case with rapidly grown white oak in the North. In this event try to count the pores. In a white oak there appear to be scores or even hundreds of them; in the red oaks there are usually less than a dozen in an irregular row.

This whole process is even more simple than it sounds and after a little practice anyone should be able *at a single glance through the lens* to tell a piece of white oak from a piece of red or black oak. The way to practice is to take specimens the identity of which is certain. From these the essential features are obtained. Compare others with them; a half-hour's practice should permit anyone to solve any oak separation problem that may come up, unless perchance the particular species or variety is wanted, which is another story altogether.

S. J. R.

Virginia uses more wood for boxes and crates than any other state, followed by New York, Illinois, Massachusetts and California, in the order named.

Apple wood, used almost exclusively for saw handles, also furnishes the material for many so-called brier-wood pipes and particularly for the large wooden type used in printing signs and posters.

Experiences with forest fires on the national forests this year show that automobiles, where they can be used, furnish the quickest and cheapest transportation for crews of fire fighters. Motor rates are higher than those for teams for the actual time employed, but the total cost per distance traveled and in wages paid to men in getting to fires is much less. The time-saving is self-evident; trips which ordinarily require two days' time by team have been made by automobile in a few hours.

Although there were an unusual number of forest fires on the national forests of Oregon and Washington this year, the loss of merchantable timber has been relatively small.

Wood Pipe as Water Conveyor

"How long will it last?" is a question asked perhaps more than any other concerning the use of wood pipe for irrigation. That the life of such wood pipe should be at least twenty years if the pipes are fully exposed and supported free from all contact with the soil, if the material is either fir or redwood, and if the pipe has been properly maintained, is the conclusion of a specialist of the United States Department of Agriculture in a professional paper on "Wood Pipe for Conveying Water for Irrigation" (Bulletin No. 155). Irrigation engineers and the owners of irrigation works will be particularly interested in this new pamphlet which may be had free of charge by applying to the Department of Agriculture, Washington, D. C.

Many millions of dollars are already invested in wood pipe lines in the United States and this amount is being increased annually. Protection of these investments demands that existing pipe lines be maintained and operated in accordance with what experience has shown to be the best practice. Future investments should also be safeguarded by designing, maintaining and locating new pipe lines according to the best known practices.

The length of life of wood pipe is dependent on the life of the wood rather than on the life of the bands, although contrary theories were held thirty years ago. Only in rare instances have the bands failed first. Corrosion of the bands being a chemical action requires the presence of moisture and oxygen. It usually occurs most rapidly where pipes are buried and the backfill is wet, under conditions which, as a rule, are most favorable for the life of the wood. Corrosion is greatly accelerated by the presence of alkali in the soil.

The decay of wood pipe is due primarily to the growth of fungi, though possibly certain forms of bacteria may assist in the final destruction of the wood cells. The growth of fungi to an extent detrimental to the life of the wood requires a favorable combination of moisture, air and heat. The exclusion of any one of these beyond certain limits inhibits their growth.

It follows that with pipes buried in the ground the wood will endure longest where the air is most nearly excluded, either by a high internal pressure which completely saturates it or by a deep covering of very fine soil. In accordance with the foregoing statement, experience shows that in contact with the soil wood pipe decays more rapidly under a light head than it does under heavy pressure, and other things being equal, it usually decays more rapidly in a porous open soil, such as sand or gravel, than it does in a fine soil of silt or clay, because the finer soil is more effective in excluding the air. Experience appears to indicate also that wood decays more rapidly in a loamy soil, rich in humus or partially decayed organic matter, than it does in one containing little or none. This is probably due to the fact that the presence of organic matter affords more favorable conditions for the development of fungus growths and bacteria.

Pipes fully exposed to the atmosphere and free from contact with the soil will, as a rule, be too dry on the exterior to favor the development of fungous spores, and so long as the outside of a pipe remains dry no appreciable decay will occur, even though the internal pressure is very light. Decay of exposed pipes almost invariably starts at the ends of staves, as a result of leaky joints. Where water leaks out and runs down over the outside of the pipe favorable conditions are afforded for the growth of the algae, which usually get a start, then mosses may begin to grow in the soil that collects on such spots, and decay spreads to adjoining staves. Bruising the staves in handling or injuring by too tight cinching of bands renders them more susceptible to infection by the spores of wood-destroying fungi, thus hastening decay. The life of exposed pipes may be prolonged by promptly stopping all leaks as they develop and by keeping the exterior dry. The decay of buried pipes has also in some instances been arrested by removing the covering and leaving them exposed.

The asphaltum or tar coating applied to machine-banded pipe, while intended primarily as a protection against corrosion of the bands, doubtless helps also to some extent in preserving the wood. Until recently the practice has been to leave the ends of wooden sleeve couplings untreated. These couplings almost invariably decay long before the main pipe. This may indicate that infection by wood-destroying organisms starts principally where the coating is absent, though less perfect saturation of the wood in the sleeves may be the more largely responsible for the early decay, as it may be noted also that decay occurs at summits of pipe lines where air accumulates much sooner than at depressions.

The practice of coating continuous stave pipe has not been common, but in a considerable number of cases some treatment has been applied for the purpose of preserving the wood. There is wide difference of opinion as to the value of such treatment, and the effectiveness for the purpose intended may depend also greatly on what is used and how and when it is applied.

On exposed portions of new pipes the United States Reclamation Service has used a paint consisting of six pounds of red oxid mixed with one gallon of boiled linseed oil. One gallon of the paint was sufficient for two coats on 125 square feet of pipe. On top of the pipe where exposed to the sun and where water from leaky joints runs down over it this paint does not last long, much of it being gone in two years. Repainting while the pipe is in use is usually not practicable, because oil paint will not adhere readily to wet material. The use of paint on exposed pipes under ordinary conditions probably adds very little to their life.

The new bulletin which consists of thirty-seven pages, contains a number of figures and tables of practical use to irrigation engineers. Continuous stave pipe and machine banded pipe are described in great detail and many specific instances are given to show how long wood pipe may be expected to last under special conditions.

October Forest Products Exports

The October statistics of forest products exports show a decline of fifty per cent or more for most items, when compared with figures for the same month in 1913. The decline is not universal, however. Trade with some countries shows an increase. Canada's purchases of hewed and sawed timbers from us were slightly larger than for October last year, but the lumber trade with Canada fell off more than half. Mexico's import of square timber from the United States increased 600 per cent in the same period. That increase was doubtless due to improvement in domestic affairs in the southern republic. The Central American countries likewise increased their lumber purchases in the United States. Decline is to be noted in every South American country. During October last year Argentina imported our lumber to the value of $597,307, and for the same month this year the purchases there totaled only $85,359. The showing is still worse for Brazil. Its imports of lumber from the United States fell from $200,252 to $459. In Germany and Belgium imports completely ceased. France's imports fell off 98 per cent, and Holland imported from us only 10,000 feet against 7,542,000 in October last year. Our exports to China in the lumber line were nothing in October, while last year the October exports there were valued at $89,351.

Following are the totals of our exports of forest products for October 1913 and 1914:

	Oct. 1913.	Oct. 1914.
Hewed and sawed timber	$ 603,292	$ 255,812
Lumber	5,268,767	1,867,532
Furniture	645,508	236,228
Agricultural implements	1,813,522	427,087
Carriages	42,189	11,401
Wagons	122,721	530,849

The item showing wagons tells the effect of the war on this article. The export of wagons to Europe in October this year was 14,000 per cent greater than for the same month last year.

Letters to a Millman's Salesman

BY ARTHUR M. JOHNSTON

To William Smith, who is just sprouting his pen feathers as a lumber salesman.

Dear William:

Have just been looking over your expense sheet for the month and I want to congratulate you. For years I have been laying the flattering unction to my soul that I could spot a phoney item in an expense report and grab it like a terrier grabbing a rat, but I want to say to you that you came nearer putting one across on the old man than any salesman we have ever had. That cute little horse and buggy item so cosily tucked away in your expense to Bedford nearly got across. You are learning fast, my son, but I find that there are no lumber dealers in Lewisville and can, therefore, arrive at but one conclusion. Who is the girl and how long have you known her?

Now, William, that item gives me a severe pain under my wesco't. You are too young to be an artist at doctoring an expense report. Ask the other fellows how to do it. If my wife were not a member of the church I'd be tempted to say, fudge! The item has been charged back to you, and I hope you will learn that experience is the handmaiden of wisdom.

I read with interest what you say about Old Man Smithers at Jonesville. I know the old scoundrel. He has been conducting an alleged lumber yard in that town for years. His father died and left it to him, otherwise he wouldn't have it. If he has a four-inch strip and a bunch of shingles in the shed he thinks he is overstocked. Every time he tries to spend a nickel he gets a cramp in his hand.

I remember one time, several years ago, he hired a kid with his little express wagon to deliver a few bundles of lath. When the boy came back for his pay the old skinflint felt in all of his pockets, looked disappointed, hem'd and haw'd and finally said:

"Well, Johnnie, I surely thought I had a nickel but I guess I must have spent it."

"Mr. Smithers," said Johnnie, "if you ever had a nickel you've got it yet."

So he told you our service was rotten, did he? Well, you can tell him that his rating is in the same state of decomposition. If you sell him any lumber I'll fire you. We had him on our books once for three years and it cost us all the account was worth in dunning letters, sight drafts and other collection expenses.

I note what you say about business being poor. Now, William, when you have been in business as long as I have you will learn that business is just about what people think it is. Business, like happiness, is a state of mind. If people think business is poor, it is; if they think business is good, it is; but no salesman, who is worth his salt, ever allows himself to think on such a subject—he never allows a doubt to enter his mind. He *knows* business is good. He may permit himself to realize that it is a little harder to get business than usual, but he throws his lever two or three speeds ahead and hits the grit at a little livelier pace until he has the "quiet business" crowd behind him spitting dust.

It is his business to see that his customers do not get the "poor business" thought into their heads. Or, if they have the bug already, it is up to him to get it out of their heads and get them to thinking good business. How can you expect buyers to think good business when there is a bunch of salesmen cavorting around the country handing them a bunch of deep ultramarine conversation. The dope handed out by these salesmen only confirms the buyer in his determination to buy more conservatively and demand longer dating on his orders. He in turn hands out the blue funk stuff to his customers and soon that entire community has the poor business bug.

The general public doesn't like to believe in hard times and they are the last to accept the situation. Reports of hard times never originate with the people; they always come from those higher up who should know better. Some of these, so-called, big business men give me an acute distress in the epigastrium. However the retailer depends on you fellows for real inside information on the business situation and, if you hand him the blue stuff, you have only yourself to blame if he doesn't give you any business.

When I was on the road I knew a salesman by the name of Sid. Perkins. I suppose his first name was Sidney. It sounds like Clarence and smells of curley hair and a wrist watch, now doesn't it? But there was nothing of the sissy about Sidney—he was the real stuff. Sid. had the gift of tongues. He could hand out a bunch of talk that would coax the birds right down out of the trees. I believe he could sell a ham sandwich to a wooden Indian. He had his faults, to be sure, but I have long ago forgiven him everything but his raiment. He sported a sartorial combination that was a scream. Like the Son of the Morning, his coming shone afar off. He used to wear a vest which looked like an old Dutch tulip bed and sounded like an American boiler shop. His hat and tie were constantly calling each other naughty names. He freely admitted that he was the handsomest man on the road. He had a brand of pulchritude and a line of conversational pyrotechnics which always made a killing among the waitresses. He was a genius at poker—at least the ten-cent variety. When Sid. sat in a game it ceased be a game of chance because no one else had any chance. On more than one occasion he has pushed me gently but firmly away from my expense money.

I want to pause right here, William, to warn you against the insidious wiles of the great national game. Draw poker has been defined as a game into which you put your money and your confidence and draw out your confidence. You have undoubtedly, ere this, risked some of your hard earned shekels in the festive jackpot because that seems to be part of a traveling man's education. A few hints from an old stager may help you to conserve at least a small part of your expense money. It hath been said in times past, "Put not your trust in princes," but I say unto you that it is better that you should lose all your shekels backing three kings than to fritter away your substance drawing to short pairs in every new hatched, unfledged jackpot. If the fair Goddess of Fortune smiles not upon you, do not grow wroth and break out about the mouth and say "pooh! pooh!" If the pirate across the table draws two cards and fills a flush against your three aces, laugh like this, "Har! Har!" and console yourself with the thought that the Lord loveth a cheerful giver. Do not attempt to hold out cards up your sleeve or on your chair under the table. This is ungentlemanly and crude and discovery is apt to lead to a sudden termination of your joyous young life. Learn to slip them from the bottom of the deck with a sidewise motion of the third digit of your sinister extremity. Thus may your days be long in the land and your generation rise up and call you blessed.

Now, to return to this Sid. person. As I said before, he could "speak with the tongues of men and of angels" when it came to talking lumber. He was a direct lineal descendant of Old Optimo himself and he had not a drop of pessimistic blood in his whole body. He had never learned that there was a hole in the doughnut. All his geese were swans and when he began to talk lumber the birds stopped to listen, the rain ceased and the sun came out. He certainly had a way with him. He could give his customers a dozen perfectly plausible schemes for selling more lumber in the future and a dozen good reasons why they had not sold more in the past. He left them torn between two emotions—remorse that they had not sold more lumber in the past and joy at the prospect of new business which they could see in the future. As for Sid., he would come away with some of the most wonderful orders and we all hated him—not because he got the business but because it gave him such a bad case of cerebral elephantiasis.

For him there was no such thing as poor business; he would not talk about it or permit any one else to talk to him about it. He lived on optimism, and fifteen minutes' conversation with him was as

* Publicity manager for The Stearns Salt and Lumber Company, Ludington, Mich.

good as a shot on the arm any day. If ever a man had a mission this Sid. party had; his mission was to jolly the lumber trade and create in it a cheerful frame of mind.

Therefore, William, go thou and do likewise. Be a little sunbeam, William. The class of literature you have been firing at us lately is not calculated to make us whoop for joy. I don't like your literary style and the local color of your stories is not at all convincing. Throw a little sand on your rails and go to it. If you don't send us any more excuses for not sending any business, I will promise not to make any excuses for not sending you your regular check.

Remember the old Latin maxim, Soc et Tuum.

Very truly yours,

JOHN MITCHELL.

Makes Hit in Furniture Trade

American black walnut, which has been coming to the front strongly during the past year or two, will be more prominent than ever at the January furniture shows, according to members of the walnut trade who have kept tab on the development of this phase of the situation. Instead of thirty-five manufacturers exhibiting, as was the case last July, there will be at least sixty-six separate exhibitions featuring walnut, and as the list was made up December 1, it is fair to assume that the number will be considerably increased by the time the shows actually open.

This striking demonstration of the fact that walnut is actually taking hold is significant in a number of ways. In the first place, it shows that the dealers want to stock up with furniture made of this material, because, while old, well established and one of the world-leaders in point of quality, it has, at this particular time, the advantage of novelty.

In the next place, it shows conclusively that manufacturers who were holding off and refusing to add walnut to their lines because they were afraid that the supply was not sufficient for the demands that might be made upon it have come to the conclusion that there is plenty of the wood. Publication of actual stock lists of the leading walnut houses, showing exactly what they have on hand, has demonstrated to the consuming trade that there is no need to be uneasy on this score, while government reports, indicating an annual production of over 50,000,000 feet of walnut lumber, back up the assertion that there is plenty of walnut for domestic factories.

The public is taking hold of the proposition in good style, reports from retail centers state. Aggressive merchants, having decided to stock up with walnut, have advertised the fact and have pointed out the quality of the wood and that it is of the sort which is suitable for "the next generation's heirlooms," as one Chicago concern put it. This clever exploitation of the possibilities of the wood has had its effect, and people are now buying walnut and starting to use it in their homes. This means that more furniture of this kind will be purchased, and also that walnut will be in great demand for interior finish, because as soon as a definite vogue in furniture-making is established architects and builders generally are wise enough to take note of it and to trim their structures accordingly.

An impressive number of leaders in the furniture trade is included in the list of houses which will show walnut next month, the tabulation thus far embracing the following:

AT GRAND RAPIDS

Atlas Furniture Company, Grand Rapids; Art & Beauty Mfg. Company, Grand Rapids; Aulsbrook & Jones Furniture Company, Sturgis, Mich.; Berkey & Gay Furniture Company, Grand Rapids; Carrollton Furniture Company, Carrollton, Ky.; Criswell Furniture Company, Grand Rapids, Mich.; Grobhiser-Cabinet Makers Companies, Sturgis, Mich.; Grand Rapids Furniture Company, Grand Rapids; Hawks Furniture Company, Goshen, Ind.; Jamestown Table Company, Jamestown, N. Y.; H. Lauter Company, Indianapolis, Ind.; Lincoln Chair Company, Columbus, Ind.; Marvel Furniture Company, Jamestown, N. Y.; Michigan Furniture Company, Ann Arbor, Mich.; Ottawa Furniture Company, Holland, Mich.; Orinoco Furniture Company, Columbus, Ind.; Phoenix Furniture Company, Grand Rapids, Mich.; Rushville Furniture Company, Rushville, Ind.; Star Furniture Company, Jamestown, N. Y.; Sligh Furniture Company, Grand Rapids, Mich.; Steinman & Meyer Furniture Company, Cincinnati, O.; Salamanca Furniture Works, Salamanca, N. Y.; Thompson Mfg. Company, Holland, Mich.; Udell Works, Indianapolis, Ind.; Western Furniture Company, Batesville, Ind.; Woodward Furniture Company, Owosso, Mich.; John Widdicomb Company, Grand Rapids, Mich.; West Michigan Furniture Company, Holland, Mich.

AT CHICAGO

Brookville Furniture Company, Brookville, Ind.; C. H. Campbell Furniture Company, Philadelphia, Pa.; Danziger Furniture Company, Shelbyville, Ind.; Hannahs Furniture Mfg. Company, Kenosha, Wis.; Louis Hanson Company, Chicago; Johnson Chair Company, Chicago; Karges Furniture Company, Evansville, Ind.; Stout Furniture Company, Salem, Ind.; Woodward Furniture Company, Owosso, Mich.; Ward Furniture Mfg. Company, Ft. Smith, Ark.; Wilson Furniture Company, Louisville, Ky.; White Furniture Company, Mebane, N. C.

AT NEW YORK

Star Furniture Company, Jamestown, N. Y.; Salamanca Furniture Works, Salamanca, N. Y.

MISCELLANEOUS PLACES

Keene Bros., London, Ont., Can.; Varner Furniture Company, St. Joseph, Mo.; Tickell & Sons Company, Belleville, Ont., Can.

LOCATION OF EXHIBIT NOT INDICATED

Addawagan Furniture Company, Grand Rapids, Mich.; American Cuckoo Clock Company, Philadelphia, Pa.; American Chair Mfg. Company, Hallstead, Pa.; Banta Furniture Company, Goshen, Ind.; L. C. & W. L. Cron Company, Piqua, O.; Estey Mfg. Company, Owosso, Mich.; Connersville Furniture Company, Connersville, Ind.; Imperial Furniture Company, Grand Rapids, Mich.; Johnson Furniture Company, Grand Rapids, Mich.; S. Karpen & Brothers, Chicago; Nelson Matter Company, Grand Rapids, Mich.; O'Mara Parlor Frame Company, Chicago; D. T. Owen Company, Cleveland, O.; Peru Chair Company, Peru, Ind.; Spencer & Barnes Company, Benton Harbor, Mich.; C. F. Thauwald Company, Cincinnati, O.; Union Furniture Company, Batesville, Ind.; Wisconsin Chair Company, Port Washington, Wis.; Wolverine Mfg. Company, Detroit, Mich.; Warren Furniture Company, Warren, Pa.; Widdicomb Furniture Company, Grand rapids, Mich.

Asks Further Consideration of Tap Line Ruling

A letter has been sent to the Interstate Commerce Commission at Washington, D. C., by Luther M. Walter, a Chicago attorney representing lumber interests and freight matters, the purpose being to request from the commission a further expression of opinion concerning lumber rates in connection with tap lines. Mr. Walter asks, on behalf of his clients, that, in certain cases, the ruling that the rate shall be on lumber only from the point where the lumber is made to its destination, be modified in order to bear justly on all concerned. He cites a case, as an illustration of the point which he wishes to emphasize of a mill located at the junction of a tap line and a trunk line, but it receives its logs over the tap line. Under present arrangements the tap line receives no pro-rata on the lumber shipments because it does not carry any lumber after it is sawed, though it carries it all as logs before they are sawed.

Now, if the sawmill were located near the far end of the tap line, instead of at the junction, the tap line would be prorated for carrying the lumber. Mr. Walter points out that it would be but justice to allow the tap line some part of the freight on the logs, though the lumber is cut at the junction and he suggests that the freight should be prorated on the actual weight of lumber cut from the logs and shipped over the trunk line.

Mr. Walter presents that argument in view of a report or ruling by the Interstate Commerce Commission, dated July 29, 1914, which announced: "The rate on lumber at the junction or mill point may not lawfully be extended back to the point on the tap line where the logs originate, and any division out of the through lumber rate, on account of the log haul, cannot be sanctioned."

It is claimed that a strict adherence to the ruling will operate as discrimination against the mill at the junction point, and in favor of the mill some distance down the tap line.

Interesting Traffic Developments

Increased rates on logs from Stuttgart and other points in Arkansas to Memphis, Tenn., have been suspended until March 27. The proposed increase is a very decided one. The present rate to Memphis is six cents, which it is proposed to increase to eleven cents.

The case of the Bradley Timber and Railway Supply Company versus the Minnesota & International Railway Company, et al., has been dismissed. The commission found the rate of twenty-eight cents on lumber from Gimmill, Minn., to Red Ford, O., not to be unreasonable.

Reparation was awarded the John A. Cranston Lumber Company of Wilmington, Del. The defendant was the Atlantic Coast Line. The company refused to re-consign a carload of lumber, which caused the accumulation of demurrage.

The present rate on sawmill machinery from Beau, Col., to Louisiana points has been sustained by the commission, after consideration of the case brought by the Beau Iron Works.

A case of more than usual interest has been brought by the Snow Lumber Company of High Point, N. C., versus the Raleigh, Charlotte & Southern Railway. The lumber company asks for a reduction in rates from its mills at Ellerbe and Norman, N. C. The railroad company relies on a contract made with the lumber company, before the line was built, to sustain the high rates charged. The Ellerbe branch was built in 1910. It is 17½ miles long. It leaves the main branch at Candor. The line runs through unproductive country, it is claimed, and was built only on the understanding that the present rates on lumber were to be maintained.

Much interest was evidenced in the decision in the case of the Red Cedar Shingle Manufacturers' Association of Seattle versus the Minneapolis & St. Paul Railway Company. Demurrage had been assessed at destination on each of two cars into which a single car load shipment had been transferred en route. The commission decided that for the assessment of demurrage, the shipment should be recorded as one car shipment. This is important, owing to a number of similar cases. In the same case, reparation was awarded because the shingles, which comprised the shipment, were transferred into open cars. The cause of the demurrage was due to the damage done to the shingles by soot, cinders and weather, which caused the consignee to refuse the shipment. Despite the fact that the shingles previously had been placed in open storage, the commission found that the railroad was responsible.

Permission has been given the Louisville & Nashville Railroad to amend its tariff by the addition of the following note: "In the absence of special commodity rates, mixed carloads of two or more kinds of lumber, or articles taking lumber rates, will be taken at the highest rates provided for carload quantities. The carload minimum weight will be the highest carload minimum weight provided for any article in the shipment."

Charles K. Parry & Co., Philadelphia, has filed a complaint with the Interstate Commerce Commission protesting against a number of lumber rates being applied on the Southern Railway.

A complaint from the Anderson-Tully Company of Memphis, against the Chicago, Rock Island & Pacific Railway, attacks the twenty-three cent rate on box material from Arkansas points to Chicago. It is stated that the proper rate should be twenty cents.

A reparation claim, larger than the average, has been submitted to the commission by Theo. Kundtz of Cleveland. He claims that the Frisco lines have collected an unreasonable rate on more than 200 cars of hardwood logs. He asks for a refund of $5,038.78.

Briefs have been submitted by each side in the case of Ferd Brenner Lumber Company of Alexandria, La., versus Morgan's Louisiana Railway & Steamship Company. The railroad claims that the case involves the question of making transit privileges retroactive. This is denied by the complainant. It is claimed that a discrimination existed as transit privileges were allowed movements of hardwood from Eola and Cheneyville at the same time.

Hearings for January have been announced as follows by the commission: Chattanooga, January 9, Chattanooga log rate cases, Examiner Watkins; January 11, Maley & Weitz versus Louisville & Nashville (two cases), Nashville Tie Company versus Louisville & Nashville, and two cases of the Nashville Lumbermen's Club.

Louisville, January 18 and 19, rates on lumber from southern to Ohio river crossings and other points, Examiner Watkins. These hearings will be a continuation of hearings which will be begun at Memphis, January 13.

Reinforcing Poles With Concrete

It is now a fairly common thing to find poles strengthened at the ground line by a reinforced concrete sleeve. The Union Traction Company of Indiana has reinforced the trolley poles along many miles of its track and after five years' experience reports that the results are apparently very satisfactory.

The greatest test of a pole is at or near the ground line, as it is here that the conditions are most favorable for decay. Any untreated pole contains a considerable amount of sapwood, and when this is destroyed the cross-sectional area and consequently the strength of the pole is very seriously reduced. The object of the concrete sleeve is to reinforce the pole at this point of greatest weakness. The traction company has made tests of this reinforcement and has demonstrated that a pole cut entirely off at the place where it usually rots can be restored to its original strength.

The form or mould is made in two semi-cylindrical halves of black sheet iron stiffened with three bands on each half. The form is hinged in the middle to permit ready closing about the pole and removal. The diameter of the form varies from eighteen to twenty-four inches, according to the size of pole to be reinforced; the length is forty-eight inches.

A hole is dug about the pole to a depth of a little more than two feet. All of the rotten portion of the pole is carefully shaved off and the exposed wood painted with a heavy coat of creosote. The form is then placed in position extending above the ground about twenty or twenty-two inches.

The reinforcement used by the Union Traction Company of Indiana consists of a 12-bar fence woven by the Dwiggins Fire Fence Company. The top and bottom bars are of No. 7 wire, intermediate bars of No. 9 wire. The vertical bars are of No. 9 wire woven three inches apart. This fencing is cut into lengths to fit about the pole inside the form. The cost is about thirty cents per pole.

The concrete is made of one part cement to five parts gravel and sand.

The average cost of reinforcing the poles of this traction company has been about two dollars per pole.

The propellers of aeroplanes such as are used in the present European war may be made of selected ash, which is both strong and light and will not split under vibration or shock, or of built-up layers of spruce with mahogany centers. The framework of the machines, too, is generally made of wood, spruce being much used on account of its straight grain and freedom from hidden defects.

A surprisingly large number of substances, ranging all the way from the condensed fumes of smelters to the skimmed milk of creameries, have been tried or suggested as means of preserving wood from decay. Most of them, however, have been found to have little or no value for the purpose. Certain forms of coal-tar creosote and zinc chloride are the most widely used wood preservatives.

It is said that the German invaders of Belgium, whatever else they may have destroyed, have been careful not to injure park trees. The cavalrymen, so a report goes, are forbidden to tie their horses to trees for fear that the animals will gnaw the bark. Germany was the first nation to apply forestry on a large scale, some of the crown forests having been under scientific management for over a hundred years.

J. E. RHODES, CHICAGO, CHAIRMAN OF THE PRELIMINARY MEETING

JULIUS SEIDEL, ST. LOUIS, MO., MEMBER ORGANIZATION COMMITTEE

J. R. MOOREHEAD, KANSAS CITY, MO., MEMBER ORGANIZATION COMMITTEE

Lumber Merchandizing Ideas

About sixty men prominently and directly connected with the manufacture and merchandizing of lumber met at the Hotel LaSalle, Chicago, on Thursday, December 17, for a preliminary conference, the purpose of which was the launching, along concrete and definitely specified lines, of a campaign to meet the issue presented by the encroachments of so-called substitutes of wood in many lines. The purpose of the meeting was fully realized, and such a movement has been started on a basis which practically insures accomplishment with the complete moral and financial support of every one interested.

On motion J. E. Rhodes, Chicago, secretary and manager of the National Lumber Manufacturers' Association, was elected chairman, and Adolph Pfund of Milwaukee, Wis., secretary of the Wisconsin Retail Lumber Dealers' Association, was elected secretary.

The theme of the meeting was clearly set forth in a very able introductory address by Mr. Rhodes, topics to come up for consideration being:

Building codes.

Comparison of cost of lumber and competitive materials.

Investigation as to the comparative value of frame construction and competitive construction for fire resistance, and the creation of a fair impression of the public's mind on this question.

Investigation as to expenditure and methods of advertising competitive materials.

Determination of such places and conditions under which lumber as a construction material is not desirable.

Definite plans for limiting the activity of the enemies of wooden shingles, showing exactly where the wooden shingle can be used safely and where it should not be used.

Educational campaign tending to give the general public definite information as to the utility of wood.

The formation of a committee to draw up a definite plan of advertising to put the movement on a broad basis.

The establishment of a definite means of raising funds by assessment of associations according to size.

Dr. Herman Von Schrenck of St. Louis, consulting engineer of the National Lumber Manufacturers' Association, said that the question of specific fitness is now uppermost. He said that lumber is sold too much as a raw material and is not refined to a sufficient degree to make it a commodity marketable along the lines of modern merchandising. He maintained that the only successful way of promoting the utilization of wood is honest statements showing just where it should be used and just where it should not be used. He cited as an illustration supporting this contention the action of salesmen at the cement shows. These men are busily engaged in explaining the cause of failures in concrete construction. They do not attempt to deny that failures exist, but attempt to show with scientific data they have at hand just why these failures occur and how they are traced to defective workmanship.

He cited three defects which admittedly stand against wood construction, namely, that it is not strong enough for certain uses, that it eventually decays and that it burns, maintaining that the biggest problem is to establish the proper utilization of wood so that it will not be put to uses which lead up to these results. He said that the future use of wood depends upon its strength, or rather upon putting it on such a basis that definite quantities of wood can be assigned to a certain task; upon its cost and upon its fire resistance. He presented charts which he had presented before a recent meeting of the Western Society of Engineers in Chicago showing that for certain purposes wood construction is actually cheaper and just as effective as concrete or steel. Dr. Von Schrenck cited the action of cypress manufacturers as showing the unwisdom of claiming for wood qualities which it does not possess. He said that this association has come out definitely against the use of shingles in congested districts, but on the other hand demands that they should be given a fair trial in districts where congestion does not occur. Fire limits should be based on scientific knowledge.

He maintained that a fire resistant wood must be ultimately worked out and said that lumber has a proper function to fulfill, but that the only way to push the markets of lumber to a successful degree is to talk specifically and without excessive claims. He maintained that lumber has enough good qualities to make extravagant claims and misstatements entirely unnecessary.

The City Retailer

Julius Seidel of St. Louis said that the great trouble with lumbermen is that they are paying too much attention to competition for individual orders and are not giving enough thought to broader phases of the business, which will develop more trade for all. He said the trouble is that no one really wants to pay the money. He came out strongly and definitely for what he aptly termed a pure food law for lumber, which according to his explanation means that lumber should be so manufactured and marketed that anybody buying lumber anywhere will know that he is getting exactly what he wants and that he is paying a price really commensurate with the value of that particular kind of lumber. He cited specific cases in which certain inferior woods are mixed with superior species, the result being

GORDON C. EDWARDS, OTTAWA, ONT., MEMBER ORGANIZATION COMMITTEE

L. W. CROW, CHICAGO, ILL., MEMBER ORGANIZATION COMMITTEE

R. H. DOWNMAN, NEW ORLEANS, LA., MEMBER ORGANIZATION COMMITTEE

that in many cases the inferior wood will not live up to what is demanded of it in certain uses where the superior wood is specified, and where the task is apportioned according to the qualities of the superior wood which it had been expected would be used. He said that this method hurts the trade as a whole and does a great deal toward putting lumber in a position which it cannot afford to hold.

Mr. Seidel cited a case, which is probably typical of a great many in every part of the country, having to do with the building code of St. Louis. This code allows the figuring in structures of concrete construction of 100 pounds to the square inch, but the old code for lumber, which was in existence long before this addition covering concrete construction was put in effect, specified the figuring on the basis of 150 pounds to the square inch. Mr. Seidel maintained that this is a striking illustration of the indifference of lumbermen to conditions which are directly derogatory to their industry.

Chairman Rhodes called on L. W. Crow, president of the Lumbermen's Association of Chicago, to describe proposed ordinances which are coming up before the Chicago council to broaden the fire limits, these being aimed at eventually stretching the limits to the city lines. The lumbermen, according to Mr. Crow, are starting to make people back of this movement give good reasons why this ruling should be put into effect. He expressed as his opinion that the substitute people are actively behind this proposition, although not entirely responsible. He said that the Chicago lumbermen are willing to admit the justice of certain claims that are not favorable to wood, and that the greatest difficulty he and his associates have encountered is to exactly determine the force behind this opposition to wood in order that the issue may be approached on definite and specific lines. He said that Chicago lumbermen are looking to the manufacturers to outline plans that can be followed and the duties of all under such plans, and announced that Chicago lumbermen are ready to help in any legitimate line of lumber advertising.

F. A. Hofheims of North Tonawanda, N. Y., who has been carrying on quite extensive work along the lines suggested for consideration by the gathering, was next called upon. Mr. Hofheims instanced a case which is now coming up in the state of Massachusetts, prohibiting the use of shingles anywhere in that state. He maintained this would be a tremendous calamity to the lumber business as it would establish a precedent that would spread rapidly over the country. He demanded that immediate action be taken on this particular case and said he would either continue to carry out the work he has already planned toward this end, or would turn over his assistance to this new movement with what funds he has already raised for combating this wood agitation.

The meeting then adjourned for luncheon.

Afternoon Session

Chairman Rhodes opened the afternoon session with a reiteration of his belief in the co-operation of all branches of the lumber business. He said that before calling for further discussion he would outline the two prime objects before the meeting, namely the formation of a definite plan of organization in order that associations can co-operate with the general association, and the appointment of a committee to work up the program.

L. L. Barth of the Edward Hines Lumber Company, Chicago, suggested that the chair appoint a committee of seven to work up these ideas in concrete shape and report them back to the meeting so that definite action could be taken. The chairman appointed on this committee W. A. Gilchrist, F. A. Hofheims, A. T. Gerrans, J. R. Moorehead, Adolph Pfund, E. F. Perry and L. L. Barth. This committee retired for consultation.

THE COUNTRY RETAILER'S VIEWPOINT

J. V. O'Brien, secretary of the Cleveland Board of Lumber Dealers', Cleveland, O., told of the formation of a Cleveland organization entitled "Society Advocating Fire Elimination," which he maintained is simply a campaign for brick and other competitives of wood in construction work. He said this organization has been able to make remarkable strides as its members have always been active advertisers in the Cleveland press, whereas lumbermen have not, and hence the public sentiment has been turned favorably to the organization. He said that lumbermen have awakened to the situation and are now endeavoring to offset its effect as much as possible by the use of placarded wagons with the following placard, "Build With Lumber. It Is More Beautiful, Costs Less." According to Mr. O'Brien, the chief difficulty the lumbermen have encountered is the fact that they find themselves without specific and definite arguments to combat the arguments of wood substitute handlers, and that in his opinion this is the chief difficulty in the way of any such general campaign. He said that the city of Cleveland is now working on a new building code and that at no time has a lumberman ever served on the building code committee. He said that without definite information it is almost impossible to successfully argue lumber before this body. Mr. O'Brien stated that the opinion of the Cleveland lumbermen is that there should be a definite national bureau to work out this question, and that local organization should absorb local cost.

J. W. Barry of Cedar Rapids, Iowa, was the next speaker. Mr. Barry expressed himself very forcibly in opposition to past methods of lumber advertising, saying that there has been too much boosting of individual woods and no advertising or educational work regarding lumber in general. He said that retailers can join such a movement as is aimed at if "wood" will be advertised rather than any specific wood. He expressed himself as believing that the cost of advertising should be paid from the selling price and that this is the only logical way of settling that question. Mr. Barry outlined one case in which wood is suffering because of the carelessness on the part of manufac-

turers, namely the too general custom of manufacturing building lumber too thin. He said that this question probably does not appear serious to the manufacturer, but to the retailer who is on the firing line and can see the effect, it does present a serious condition and that retailers are constantly having to concoct arguments to offset dissatisfaction with thin stock. Mr. Barry maintained that the argument that lumber is manufactured thin because it saves cost in raw material will not hold inasmuch as the average structure is figured to carry a certain load with a certain sized joist, and when the joist is manufactured scant it simply means that more joists have to be put in to accomplish the same work. Mr. Barry maintained that the retail lumberman should carry so-called substitutes because he is best qualified to judge when those substitutes are applicable and when lumber would be preferable. He maintained that if lumbermen do not carry them the hardware man and others will. The result would be that hardware men would push substitutes in all cases, whereas the lumberman would naturally push wood unless he knew substitutes served the case better, which would be a rather isolated case.

Mr. Rainey of Columbus, Iowa, cited experiences during his thirty years in the country retail business. He said he believes manufacturers are to blame in the main for present conditions in the lumber business and that the lumberman's chief object seems to be striving to cut prices below a figure set by his competitor without intending to give full value received for the money. Mr. Rainey maintained that he and the average retailer would much prefer to get value received at a higher figure. He maintained that there should be a specific ruling in effect definitely determining exact thicknesses to which lumber should be cut, and he supported Mr. Barry in this contention. Mr. Rainey maintained that all retail lumbermen should inform themselves as to the adaptability of different woods for specific purposes so that they will be able to give their customers intelligent advice. Mr. Rainey also claimed that if the retail yardman must protect his stock by carrying substitutes he is not necessarily an advocate of such goods.

[illegible] tion of the lumber business. He compared the lumber business with three drops of water on oiled paper. While they remain inactive and undisturbed they are distinct and far apart, but as soon as they come into contact they immediately fuse with one another. This, he said, illustrates what is now taking place as a result of this general controversy in the lumber business. He said that the lumbermen as a whole have not realized that we have a new generation with new ideas to contend with, and that this new generation has been educated to consider wood substitutes as a superior article, and lumber as secondary in building construction. Mr. Kitridge maintained that it will take just as long to get people back to the general use of lumber as it took to divorce them from their former practices in this direction. He said that he believes a system of advertising that will create a desire for lumber will be successful, and that the reason retailers handle substitutes is because advertising has created a demand for substitutes and they must meet this demand in order to protect their trade. Mr. Kitridge seconded the suggestion of former speakers regarding lumber which is manufactured too thin, saying that the consumer has wanted thick lumber but has been made to take thin stock simply because the lumberman wanted him to. He advocated a campaign on the proper using of lumber among retailers and contractors.

Scientific Study of Lumber Problems

Howard F. Weiss, director of the Forest Products Laboratory, Madison, Wis., was called upon by Chairman Rhodes and gave an interesting talk on certain experiments which are being made at the laboratory looking toward the protection of wooden beams from fire. Mr. Weiss said there is no logical reason why wood should not be given just as fair trial in this particular as is concrete and steel construction. He said everywhere building codes specify that steel and concrete must be given a certain fireproofing but that wood is not accorded this advantage.

The Forest Service has hence been working on experiments looking to the additional fire resistant quality of lumber so protected. Experiments were conducted with a beam with a twelve-foot span with a load of 1,800 pounds. This was then subjected to heat with a gas torch to 1,400 degrees F. Mr. Weiss said that the temperature in the average burning building is 1,700 degrees F.

Notes were then made as to the time it took to cause failure and tests were made with beams properly prepared, showing lengthening of this time.

The fire-proofing consisted of asbestos or sheet metal coating placed with an air space between the beam and coating, and fastened on strips. The experiment showed that the beam with no covering took seventeen minutes and thirty seconds to fail; the beam, with tin covering took thirty-eight minutes and fifteen seconds to fail with one-half inch space between the tin and beam, and the beam with the asbestos covering took forty-six minutes to fail with the same space between the covering and the wood.

He said that experiments along certain other lines, which he is not at liberty to elaborate upon, showed an increase in time of over 300 per cent with the possibility of raising this to 400 or 500 per cent additional fire-proofing qualities.

Mr. Weiss said that in his opinion chemicals will not solve the problem of fire-proofing, as they transmit heat and cause charring, which is as undesirable as complete combustion.

He said further that the laboratory is going to test steel beams in the same way and compare their action with those of wood. He said they will test a beam set in a brick wall and are going to determine the action of each, showing the results of the application of large quantities of water when the beams are heated to the limit.

Referring to the experiment in fireproofing shingles with paint, he said they have not been successful as yet, and that it probably [illegible] rupted the speaker with the suggestion that what lumbermen want is a prepared shingle that will be prepared at the mill ready for shipment at a reasonable figure.

[illegible] Insurance Men to Lumber

George Holt of Chicago spoke on the great harm which has been done to the lumber industry by organizations of insurance men who, without any data whatever that is of a reliable character, have done a great deal, in many ways, to injure the lumber business. He maintained that the privilege of insurance men to make their own conditions and terms of sale of their contracts works a great hardship. He referred to the report of Judge Potts of Illinois on this subject, which report was rendered to Governor Dunne. He said that wood manufacturing institutions in this country are among the most profitable risks that insurance companies handle, but that insurance people seemingly endeavor to penalize lumber wherever possible without having a vestige of definite claims supporting such effort. Mr. Holt advocated that the organization when completed meet with the Insurance Federation in order to work out the question.

He stated that if the members would place their insurance jointly the question could be settled over night.

Mr. Holt gave as an instance of the fallacy of arguments against wooden construction as a menace to city building actual data prepared from fire records in Chicago in which it was shown that out of 1,368 fires in Chicago in 1913 only three spread to the adjoining building and only one to more than one building, and that the bulk of these fires, numerically speaking, occurred in just that type of construction and in just those sections in which the agitation against wood for building purposes is most active.

The Organization Plan

The committee came into the room after having been out for several hours and Chairman Rhodes called upon it to report. Mr. Barth reported in place of Chairman Gilchrist, and presented three recommendations which showed the findings of the committee as follows:

1. That a general mass meeting be called representative of all associations and all branches of the lumber and allied interests to be held at Chicago, and that an organization be effected to be known as the Forest Product Federation, the purpose of which is to be the education of the general public as to the proper uses of lumber and forest products.

2. That a committee of five be appointed to prepare a program to have power to appoint a secretary and sub-committees and prepare information and data for the general meeting; this committee also to have power to invite prominent speakers to attend and address the mass meeting; that the

sub-committees be appointed for the purpose of appearing before retail associations before the date of the mass meeting in order to work up sufficient interest in that field.

3—That a committee of three be appointed by the chair for the purpose of raising funds for the committee's immediate use, estimated to be about $2,000, to take care of the launching of the mass meeting, and that this committee have power to collect and distribute such money.

Mr. Barth moved the adoption of the recommendations, which motion was duly carried.

There followed considerable discussion on the various recommendations. The date for the mass meeting was finally set for February 24-25, same to be held in Chicago.

BUILDING CODE EXPERT TALKS

A. W. Herbst, director of safety of the American Society for Fire Prevention of New York, then addressed the meeting. Mr. Herbst said that in the two years prior to 1914 he was in charge of writing the new New York City building code. Mr. Herbst stated that most of the agitation against wood is launched by so-called uplift societies which, as he described them, are made up of incompetents who are not capable of following any definite line of business and go into such work merely because of its elastic character. He said that representatives of such a body approached his committee when it was forming the New York law and protested against the use of wood in city construction. In fact they went so far as to prepare papers and elaborate arguments against the use of anything that would burn. He asked what could be expected of a legislator who must follow the ruling of the majority. He said that in accord with those ideas the committee recommended prohibiting the use of wood in buildings of over 100 feet high, which would have meant a ninety per cent reduction in the use of wood in New York City. This was followed by a great protest which resulted in an investigation by the board, which investigation developed that the agitation was not wholly on the part of the trades interested in manufacture of competitive materials to wood, but that real estate men who were financially interested in tall buildings were as much to blame as they figured that by restricting the height of buildings the value of their own structures may be made even greater.

He stated that the lumbermen's cause was presented weakly because instead of the lumber trade being represented as a whole, individuals came to protest, and for this reason the committee was constantly skeptical regarding the arguments presented, figuring that these arguments might very well be based on desire for mere aggrandizement on the part of lumbermen.

The society with which Mr. Herbst is now identified was formed as he described it, for the purpose of giving fair consideration and providing fair play for all. He deplored the arbitrary attitude of the insurance people. Speaking of shingles, Mr. Herbst said that the agitation against that type of roofing has become general because people as a whole feel that because a piece of wood will burn when it is put into a fire all wood is dangerous. In closing Mr. Herbst came out very emphatically regarding the lumbermen's cause and expressed his opinion of what they are up against when he said "don't wait until you are kicked. If you start this thing, keep always at it and don't try to approach the question singly. You will get a square deal in New York."

W. W. Knight of Indianapolis, Ind., first vice-president of the National Wholesale Lumber Dealers' Association, maintained that lumbermen are up against peculiar economic conditions. He deplored the tendency to fight the advocates of wood and to belittle legitimate competition.

Chairman Rhodes expressed himself as being entirely satisfied with the results of the discussions and what had been accomplished.

Herman H. Hettler of Chicago advised the lumbermen to get on the affirmative side, as he expressed it, if possible. He said the lumbermen pay much higher premiums for insurance than is justified because everybody is inclined to believe that wood is the cause of all fire losses whereas actual records show that losses have been far greater in concrete building.

Geo. E. Watson, secretary of the Southern Cypress Manufacturers' Association, New Orleans, spoke on the question of advertising, saying that he wanted to prepare the minds of those attending for future consideration as to the cost of the work outlined. He said that he believed the manufacturers expect to absorb most of the cost, but that he would look to the retailers to use their influence on the manufacturers to bring them in line on the work.

W. B. Greeley, assistant United States forester, Washington, D. C., said that the Forest Service, of course, could not take any partisan position in the controversy, but is vitally interested in seeing lumber being developed along logical, educational lines. He stated the Forest Service's attention is directed toward securing from trees a great money value, and that its ultimate aim is to make it pay to grow trees.

Chairman Rhodes then announced the committee of five, which was recommended by previously appointed committee, as follows: R. H. Downman, New Orleans, La., president National Lumber Manufacturers' Association; Gordon C. Edwards, Ottawa, Ont., president National Wholesale Lumber Dealers' Association; L. W. Crow, Chicago, president Lumbermen's Association of Chicago; Julius Seidel, St. Louis, Mo., J. R. Moorehead, Kansas City, Mo., secretary Southwestern Lumbermen's Association.

Following the appointment of this committee the meeting adjourned.

Increased Rate Allowed

The Interstate Commerce Commission has granted the [illegible] increase in freight rates to the eastern roads. The result will affect about sixty-four thousand miles of lines north of the Ohio and Potomac rivers and east of the Mississippi, and will increase their revenues from $20,000,000 to $30,000,000 per year. Coal, coke and ores are not included in the advance, but practically all other commodities are. More than one hundred railroad companies will profit by the increase in rates. Rail-lake traffic is not affected.

The railroads in the designated territory have been granted practically what they asked. A few items fall short, but in the main the railroads have won the victory for which they have put up a long and determined fight. Their increased revenue will come out of the pockets of shippers. If the matter ended there it would be a plain case of robbing Peter to pay Paul; that is, it would be taking money out of the pockets of shippers and consumers and putting it in the treasuries of the railroads. Solemn promises, however, have been made by the railroads that the increased money going into their treasuries shall not be absorbed in paying increased dividends, but that it shall be expended in buying materials, making improvements and in financing present and future business. That promise has reconciled the public generally to the increase. Shippers will pay without protest, provided the railroads fulfill their promises in good faith; but the bargain must be carried out in full if the public is to receive its share of the benefits.

The lumber interests of the country will pay a large share of the increased freights. They have a right to expect returns in the form of orders for crossties, bridge timber, trestle stock, lumber for platforms, stations, fences along rights of way, molds or casing for concrete work, scaffolds and numerous other bills of lumber. Other returns are expected to come indirectly. More metal for rails will be needed, more machinery, cars, locomotives and general supplies and money must be expended for their manufacture, and when money is put in circulation some of it will find its way to the lumber camps, saw mills and woodworking factories.

The railroads have claimed that the allowance of the increased rate will make easy the borrowing of money in large amounts to carry out improvements. If their hopes in that direction materialize a great deal more money will be put in circulation than will be provided by increased rates alone. That is the greatest promise which the railroads hold out to the public. It means that for every dollar paid to railroads as increased freight they will be able to spend ten dollars in purchases and labor. Evidently the Interstate Commerce Commission was influenced by that argument when the decision was reached to grant the increase. The same argument will hold for the western roads, and their application for increased rates is already before the commission, and it is considered probable that it will be allowed.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B 837—A London Firm Interested in Importing Stock

HARDWOOD RECORD is in receipt of the following postal from a representative of an English firm, who is on his way to this country to take up stock for his company:

London, E. C., Dec. — Editor HARDWOOD RECORD: The undersigned is now in this country on a business trip. We require for export shipment in dry condition the lumber mentioned below, and will be pleased to have you quote us your lowest price, quality and quantity, and how soon shipment can be made. We prefer C. I. F. quotation England, but if F. O. B. is quoted, kindly give us the inland and ocean freight rates.

The following stock is wanted:

Walnut, all grades, 1" and up thick; whitewood, all grades, 3/4" and up thick, dressed and rough; plain oak, all grades, 3/4" and up thick; quartered oak, all grades, 3/4" to 2" thick; red gum, firsts and seconds and No. 1 common, 1" thick; sap gum in the same grades and thickness; mahogany, 1" and up thick.

B 838—English Firm Wants to Buy American Hardwoods

HARDWOOD RECORD is in receipt of the following communication forwarded to this office by an American manufacturer, the letter having been sent to that firm by a prominent Liverpool firm of timber brokers:

Liverpool, Nov. 27.—Editor HARDWOOD RECORD: We have the following inquiry for northern woods:

Prime quartered white oak: 1/2" and 3/4"x6" and wider, carload lots in equal quantities, 1"x6" and up in carload lots, 1 1/4", 1 1/2" and 2" mixed carload lots; prime plain oak, 1/2" and 3/4" mixed carload lots, 8" and up 1"x8" and up, carload lots, 1 1/4", 1 1/2" and 2", x8" and up in carload lots; canary whitewood, medium qualities, 3/8" and 1/2" in carload lots, 5/4" and 7/8" in carload lots, all planed both sides.

Will you kindly quote us your lowest prices C. I. F. Liverpool, for any of the items you are in a position to ship?

The address of this inquiry will be supplied to those interested upon request addressed to this office.—EDITOR.

B 839—Wants to Get in Touch with Oak Stave Manufacturers With a View of Placing Export Orders

Cincinnati, Dec. 11.—Editor HARDWOOD RECORD: We shall be obliged if you will advise us by return mail the names of some reliable manufacturers of oak staves, as we have several inquiries for this stock for export, and would like to get in touch with people who are making it.

Interested parties can have the necessary information by writing HARDWOOD RECORD.—EDITOR.

B 840—Has a Good Proposition to Offer Wheel Manufacturers

Lawrenceburg, Tenn., Dec. 3.—Editor HARDWOOD RECORD: I am in and near a territory which has much hickory timber suitable for rims and spokes. The quality is as good as any in this state, and it can be bought at bargain prices, because but little has ever been worked and there has consequently been only a limited demand for it.

I wish you would put me in communication with some reliable wheel and automobile concerns that might be interested in buying a quantity of this timber and working it up.

I am not the agent of any timber owners, but am a practical lumberman with twenty years' experience covering every detail from stump to car, and would be willing to put my skill and time against necessary capital on satisfactory terms, and buy and manufacture spokes and rims.

By getting on the "ground floor" a steady supply of large volume could be had covering many years.

Anyone wishing this correspondent's address will be given same upon request.—EDITOR.

B 841—Wants to Market Hardwood Lath

Merrill, Wis., Dec. 9.—Editor HARDWOOD RECORD: We are seeking a further market for hardwood lath manufactured 1/2"x1 1/2"x4' long, and consisting principally of birch, elm and maple. We have shipped a large quantity of this stock this year, but wish to extend our field, so if you know of anyone who would be interested and would care to mention it we would be glad to have you do so.

This company HARDWOOD RECORD knows to be in a position to manufacture a good line of stock, and to ship with good service and according to specifications.

Interested dealers can have the name on writing HARDWOOD RECORD.—EDITOR.

B 842—Wants to Buy Hornbeam Lumber

HARDWOOD RECORD is in receipt of the following communication from a prominent piano manufacturing firm for the stock named. It will be remembered that hornbeam is identical with ironwood and is pretty widely distributed throughout the country. It is cut in both the North and the South. Parties in a position to get out this stock regularly can no doubt make an excellent connection for same with this company.—EDITOR.

Cincinnati, O., Dec. 11.—Editor HARDWOOD RECORD: We have had some difficulty in finding a mill or source of supply for hornbeam lumber and feel you might be in a position to give us this information. Kindly put us in touch with any mill or agent who either manufactures or handles this species of lumber. We are contemplating using it in the manufacture of our piano actions and if we can obtain the correct price would use a considerable amount yearly.

If you can give us any information along this line, please do so.

B 843—Wants to Buy Planing Mill Sawdust in Carloads from Pittsburgh District

New York, Dec. 11.—Editor HARDWOOD RECORD: Do you know of any planing mill in the Pittsburgh district which could get out sawdust in carload lots and deliver it at Pittsburgh rate of freight at $10.50 a ton? Band mill sawdust is not quite fine enough, as we want to get a sawdust that will go through a mesh ranging from 28 to 40 to the inch. Any information you can give us on this will be greatly appreciated. We could probably give an order for shipment at the rate of two carloads a month.

This inquiry comes from a high-class concern in New York City, and Pittsburgh planing mills in a position to fill the order would unquestionably find the deal a profitable one.—EDITOR.

Clubs and Associations

Executive Committee National Wholesalers Meets in New York

The executive committee of the National Wholesale Lumber Dealers' Association met at 66 Broadway on December 10. Routine matters were taken up and the fight against substitutes for lumber was also thoroughly discussed. W. W. Knight, first vice-president and Secretary Perry were made delegates to represent the wholesale association at the Chicago meeting December 17. F. R. Babcock and C. H. Prescott were named as delegates representing the wholesalers at the annual meeting of the Chamber of Commerce of the United States.

Buffalo Men Seek Restoration of Transit Privilege

President A. W. Kreinheder of the Buffalo Lumber Exchange, with M. M. Wall, O. E. Yeager, H. F. Taylor and H. L. Abbott, went to Washington to attend an important hearing on the transit question before the Interstate Commerce Commission on December 18. The hearing was in connection with the action brought by the Lumber Exchange and Chamber of Commerce against a large number of railroads. The case is of great importance to the hardwood trade which is chiefly interested in the restoration of the transit privilege to this market. At present the local yards are handicapped by rates requiring them to meet an additional expense of from one to nine cents per one hundred pounds. It is a difficult matter to do business at points east of Buffalo in competition with dealers at points of origin shipping over southern and western lines. A large array of facts has been gathered by the hardwood men during several months past.

"Made in U. S. A." Exposition

The "Made in the U. S. A." industrial exposition to be held in the Grand Central Palace, New York, March 6 to 13, will embrace a complete and diversified exhibition and demonstration of "American made" goods and "American grown" products in practically all fields.

Many leading manufacturers and merchants have declared that the most effective and valuable manner in which to show foreign and domestic trade buyers and also the general public, or consumer, the actual offerings of this country is the exhibition and actual demonstration as provided by an exposition, and this show is scheduled for a time of year when New York City is the mecca of buyers in many important fields from all sections of the United States and Canada.

Special campaigns will be conducted to augment the number of buyers visiting the city this year at the time of the exposition. These campaigns will include the work of several important export and other organizations to bring foreign buyers from South America and other countries.

The exposition will be held under the auspices of a committee of lead-

ing manufacturers and merchants and its management is in the hands of Harry A. Cochrane, with executive offices in the Fifth Avenue building, New York. Mr. Cochrane has been selected in view of his previous successes in trade show and industrial exposition organization and management.

The "Made in the U. S. A." industrial exposition is designed to answer a two-fold purpose. It is not only to stimulate American trade to domestic and foreign buyers but to educate the American consuming public to our resources and show, particularly, goods that can be obtained from our manufacturers that the American people themselves have heretofore been obtaining from abroad.

Baltimore Exchange Holds Annual

The annual meeting of the Baltimore Lumber Exchange which took place December 7 at the Merchant's Club, was not only one of the most enjoyable, but it may be doubted if any previous occasion of a similar nature has brought out such a large attendance. Covers were laid for about one hundred persons and the arrangements proved inadequate, additional tables having to be set to accommodate all those present.

Mr. Merryman, the retiring president, in his annual report, said in part:

The export trade for 1914 has been disappointing in nearly every way. The open winter permitted heavy shipments during a time when operations are supposed to be restricted, and with heavy stocks carried over from 1913 values ruled low. Especially cabinet woods, such as prime oak, quartered oak and high-grade poplar, were much depressed in valuation. Walnut logs were particularly depressed on account of large shipments abroad, and it was well known that Hamburg carried about 14,000 American logs unsold, and other centers on the continent were well stocked. It is not surprising that our export trade had not much prospect for this year under the above conditions.

The hostilities between the leading commercial nations of Europe plunged the trade in such unusual and uncontrollable conditions that for three months business was at a standstill in this country regarding exports. In addition to troubles abroad, the railroad authorities here placed an embargo on all foreign shipments, which completely blocked business in the interior. Many European cargoes of lumber for the continent were diverted to the United Kingdom, and in consequence the British markets are much oversupplied. There is no possible chance for a lively export business until the European ports are again opened. Inquiries for specialties, such as mining timber, railway ties and cheap construction wood, to take the place of some of the European softwoods, have been sent to this country, but the prices offered in some instances are not much more than will pay the freight charges.

Ocean freights are strong, and although an advance of from twenty-five to sixty per cent was made in 1914, the steamship companies have again given notice of an advance of twenty-five per cent for 1915.

Chief Inspector J. G. Creamer, in his annual report of the work done by the inspection bureau, stated that the aggregate quantity of lumber which passed through the hands of exchange inspectors was in excess of last year, Virginia and North Carolina pine, of course, constituting the great bulk of this lumber.

This does not embrace the business done here in hardwoods, a very small part of which is inspected through the bureau of the exchange. While the latter operates under the rules of the National Hardwood Lumber Association, the great volume of business is done directly under the auspices of the latter body, the stocks inspected here being mainly for the local trade.

The report of the secretary-treasurer, L. H. Gwaltney, showed a net gain of one in the membership and a balance in the treasury, after all expenses had been paid.

The election of officers resulted as follows: President, Rufus K. Goodenow, Canton Box Company; vice-president, Parker D. Dix, Surry Lumber Company; treasurer, L. H. Gwaltney, American Lumber Company.

Annual of the St. Louis Exchange

The Lumbermen's Exchange of St. Louis held its twenty fourth annual business meeting, preceded by a banquet, at Anschutz' Mission Inn, on South Grand avenue and Magnolia street, Thursday evening, December 17.

The business meeting was a most harmonious one. The banquet was from 6:30 to 8 o'clock.

At the conclusion of the dinner President F. H. Smith called for order and stated that it was the last meeting over which he would preside, as the next meeting would be presided over by a new president. He stated he had been asked not to be too pessimistic in his remarks on business conditions. He believed they showed signs of a betterment and he hoped such would be the result.

Secretary Walter D. Dodd went into details in his report. He said that the receipts and disbursements had about balanced one another and that there was a nice little surplus in the treasury on which to start the new year. He stated the inspection department had done well during the year and had gained several hundred thousand feet, compared with the inspections made the previous year.

Thomas E. Powe, chairman of the membership committee, followed with his report, in which he said the present membership included thirty-five hardwood and four yellow pine local concerns and twelve hardwood and two yellow pine out-of-town concerns, making a total of fifty-three members. This is an increase in membership over the previous year, principally in out-of-town memberships. He believed there were many more out-of-town concerns that could be induced to become members and he hoped each of the present members would try to secure additional memberships during the coming year.

Charles E. Thomas, chairman of the traffic committee, made the most important and interesting report during the meeting.

Sidney F. Andrews, a well-known local attorney who had been employed by the traffic committee to conduct the fight against the freight rate increase, followed with a talk on freight rates.

C. L. Harrison of the Himmerberger-Harrison Lumber Company, Cape Girardeau, Mo., the only out-of-town member present, followed with a short talk.

A resolution was passed that a nominating committee be named to propose names for candidates for the various officers to be voted on at the annual election on January 4. The nominating committee named by President Smith was Thomas E. Powe, chairman, Ed Weisse and George H. Cotrill. They retired for a few moments to make their selections.

Upon their return the following names were submitted by the chairman: President, Charles E. Thomas, Thomas & Proetz Lumber Company; vice-president, E. H. Luehrmann, Chas. F. Luehrmann Hardwood Lumber Company.

Nine names were submitted by the committee to be voted on for directors, the seven getting the highest number of votes to be elected and seven names were submitted for the board of arbitration, the five receiving the highest number of votes to be elected.

St. Louis Club Elects Officers

The Lumbermen's Club of St. Louis held its regular monthly meeting and banquet and also the election of officers for the ensuing year at the Planters Hotel Tuesday evening, December 16.

The following officers were elected unanimously:

PRESIDENT—E. C. Robinson, E. C. Robinson Lumber Company.
FIRST VICE-PRESIDENT—C. A. Antrim, Antrim Lumber Company.
SECOND VICE-PRESIDENT—Frank J. Riefling, George W. Miles-Timber and Lumber Company.
TREASURER—C. P. Jennings, Berthold & Jennings Lumber Company. Re-elected.
SECRETARY—O. A. Pier. Re-elected.
STATISTICIAN—W. F. Biederman, manager National Lumber Manufacturers' Credit Corporation. Re-elected.

Following the banquet the business meeting and election took place.

The business meeting was opened by a talk from P. F. Cook, who spoke on the subject "Culture, Character and Citizenship." Mr. Cook's talk was one of the bright features of the meeting.

Reports from the retiring president, John A. Reheis, Secretary Pier and Frank J. Riefling, chairman of the membership committee, were submitted to the club.

President Reheis stated in his report that during the year fourteen new members had been added and that 900 out-of-town lumbermen had visited the club rooms during the year. He concluded by stating he could not miss the opportunity to refer to the lumber business. "We are familiar with what the substitute people are doing and it is up to us to get busy. I am pleased to see that the new Southern Pine Association has undertaken to raise a large sum of money for the purpose of advertising broadcast the advantages of yellow pine and if the money is judiciously spent it will no doubt do effective work. We, as lumbermen, have come to realize that we must give our commodity more publicity. We must inform the architect, engineer and consumer of lumber that it is plentiful, reasonable in price and can still be supplied for all purposes. I believe that the Lumbermen's Club and other similar organizations should encourage and support the manufacturers in such a movement."

The new members elected at the meeting were: L. M. Tully of the Louisiana Red Cypress Company, New Orleans, La., and R. E. McKee, local manager of the Long Bell Lumber Company.

With the Trade

Faust Brothers Lumber Company Removes to Jackson, Miss.

A short time ago HARDWOOD RECORD announced the discontinuance of the Chicago office of the Faust Brothers Lumber Company of Paducah, Ky. A later announcement from this concern states that the main office will be removed from Paducah to Jackson, Miss., on January 1. This change is made in order that the company may be more closely in touch with its operations, thus insuring its being able to give customers' requirements even closer attention. In the meantime the operations on the Tennessee river will be continued and the Mississippi operation will be considerably enlarged. This company is in position to furnish quantities of stock in 1" to 3" poplar, 1" to 2" plain and quartered red and white oak, 1" to 4" ash and 1" sap and red gum.

London Concern Moves Office

Wright, Graham & Co., timber brokers, 123 Cannon street, London, E. C., England, announce that they have just completed arrangements for moving to more commodious offices at No. 3 Eastcheap, E. C. The company requests that cablegrams be addressed to the new location.

Anderson-Tully Company Purchases Bennett Plant

Announcement is made that the Anderson Tully Company has purchased the site and plant of the Bennett Hardwood Lumber Company in North Memphis. Readers of HARDWOOD RECORD will recall that

[illegible] J. N. Penrod, representing himself and the [illegible] estate, bought the interest of E. T. Bennett in this firm, taking over the entire stock of lumber and the site and plant. Immediately following this transaction, Mr. Bennett began operating the plant under lease and is doing so at the present time. The purchase on the part of the Anderson-Tully Company was made directly from J. N. Penrod and associates. It is understood that Mr. Bennett will continue to operate the plant for the present, particularly until he has cut up the timber he has on hand. It is understood that, after this lease expires, the Anderson-Tully interests will operate the mill in connection with their other sawmill and their various box manufacturing enterprises in this city. The purchase price has not been made public.

East St. Louis Walnut Company to Resume Operations

The East St. Louis Walnut Company, which was compelled to close down at the commencement of the European war, because about ninety per cent of its business was export, has resumed operations. It is manufacturing stocks for army rifles. The contract calls for 50,000 gunstocks and together with other walnut pieces amounts to about $60,000. An Eastern concern placed the contract and it is generally understood that the order comes from the English army.

Demonstrates the Utility of Mesquite for Novelty Woodwork

R. S. Brooks, operator of a box and crate factory at Fowlerton, Tex., recently made some demonstrations of the utility of mesquite for specialty woodwork. He had made up an array of special items, including trays, smokers' sets, goblets, drinking cups, match-holders, etc. He has also experimented with this wood for certain parts for furniture and for flooring. Mr. Brooks is going more fully into this proposition and expects to make something of it.

Death of William Pool Brown

William Pool Brown, one of the pioneer lumbermen of the Central West, and one of the best-known hardwood men of the country, died at his home in Indianapolis, December 10, 1914, after a long siege of illness. While Mr. Brown had not been perfectly well for several years, his condition did not become serious until about ten days before the end. At that time an anemic condition which had been the chief source of trouble for some time became more pronounced, organic functions were interfered with, and he sank steadily.

The funeral was held Saturday, December 12, at Madison, Ind., his old home, where he had been in business for a quarter of a century. The funeral was largely attended by friends and associates, and flowers and telegrams of sympathy to the relatives came from all over the country.

W. P. Brown was a native of Dumfries, Scotland, and was born in 1841. He came to the United States with his parents at the age of four. His father was a farmer near Madison, Ind., and Mr. Brown grew up close to the land, and in touch with agricultural and timber development. His liking for the lumber business caused him to enter that trade as a young man and he was continuously in it for the remainder of his life.

THE LATE WILLIAM POOL BROWN, INDIANAPOLIS, IND.

In 1875 he formed the firm of Dow & Brown, which was famous in the black walnut business. The concern first ran a floating sawmill up and down the Ohio river, being one of the most prominent in this business, which is now almost a memory. Later a big mill was established at Madison, and the lumber manufacturing business was carried on here without interruption until 1896. During the greater part of this time walnut was a feature of the business, though later on, when the walnut vogue began to diminish, a general hardwood trade was developed.

In 1896, when the firm was dissolved and the Madison plant closed, Mr. Brown became a pioneer in the development of eastern Kentucky, opening up timber all along the Lexington & Eastern between Lexington and Jackson, Ky. This territory at that time was almost a wilderness, and the road established new stations for the lumberman as he located at one point after another and developed the timber of the region. Mr. Brown was practically the first hardwood man to see the immense possibilities of eastern Kentucky, which is now being developed to the full by means of the numerous railroads which have since been built in that territory. Until 1900 Mr. Brown maintained his headquarters in Madison, at that time going to Indianapolis. His eastern Kentucky business continued for eight years, or until 1904, when the Louisville business of W. P. Brown & Sons Lumber Company was established with his sons, Martin and Graham. In the meantime an Indianapolis yard had been established by Mr. Brown, and this was conducted until 1910, when his health first began to break. He never lost his interest in the business, however, and followed the development of the Louisville concern, which has become one of the leaders in the country, with close attention until the last.

Mr. Brown had a very attractive personality. While quiet and unassuming, he won many friends with his clean-cut honesty, his simple life and his genial disposition. He was of a kindly and friendly nature, and at the same time a keen business man, who could see opportunities and knew how to follow them up until they were fully developed. He was continuously successful in the hardwood business, and was able to meet changing conditions as they presented themselves.

The business of The W. P. Brown & Sons Lumber Company will be continued by his sons.

Death of George Henke

George Henke, president of The George Henke Company, 68 Beekman street, New York, N. Y., died on December 2 after an operation for intestinal trouble. Mr. Henke was the president and founder of this institution, which is the manufacturer of "Lorac," a preparation used for the prevention of checking, splitting and rotting of logs.

Mr. Henke had become very well known among sawmill and veneer mill owners all over the country, as he personally had gone into their plants to demonstrate his process.

It is supposed that the business of The George Henke Company will continue as usual.

Takes Over Whiting Interests

The Graham County Lumber Company has been organized to take over the interests of the Whiting Manufacturing Company in Robinson county, North Carolina, and it is expected that the company's band mill at Judson will soon be in operation. Walter Buell of Bay City, Mich., who makes his headquarters at Judson, has charge of the operations of the new company.

Get Together Conferences Started by Stearns Employes

The foremen of the Stearns Salt and Lumber Company, Ludington, Mich., have inaugurated a series of "get together" meetings for this winter, the first of which was held Monday evening, December 7, 1914, in the new hall recently erected in the mill yard. These meetings are a continuation of the efficiency meetings which were held last winter and which were productive of very gratifying results. The following department heads were present: Foster LaBar, general superintendent; Malcolm E. Miller, manager department of safety and efficiency; Charles Engstrom, foreman, green lumber yard; George P. Crocker, sawmill superintendent; Charles Hamilton, lumber yard superintendent; N. M. Jensen, night sawmill foreman; Charles Marquette, coopershop foreman; John Matson, salt packing foreman; John Moore, heading mill foreman; H. Smoke, stave mill foreman; W. H. Taplin, planing mill superintendent; Joseph Zeber, salt department superintendent.

Foster LaBar was elected president and Malcolm E. Miller, secretary for the coming season.

The principal subject under discussion was "Plans for Improving Conditions in the Various Departments." The work for the winter was outlined with a great deal of enthusiasm and it was decided to hold the meetings twice each month. Arrangements have been made to have several talks by men representing concerns closely allied with the lumber industry. A representative of the Simonds Manufacturing Company will give a stereopticon lecture on the manufacture of steel products, and in the course of his talk will trace the development of the raw material into the finished product of the Simonds Manufacturing Company.

Mr. Thompson of the Standard Oil Company will lecture on the formation and distillation of oils. Other lectures will follow which will be highly interesting and especially valuable from an educational standpoint.

Pertinent Information

Railroads Charged With Law Violations in Export Rates

With reference to the indictments returned by the Federal grand jury in New Orleans against the Louisville & Nashville Railroad for alleged violations of the Elkins act, the following statement was issued by the Interstate Commerce Commission:

The Louisville & Nashville, like common carriers generally in the South, has two sets of rates applying on many commodities from interior points to New Orleans and other Gulf ports. First, there are the domestic rates; then there are export rates, which are somewhat higher. The present case deals with the practice of the Louisville & Nashville in permitting export shipment of staves to move over its route from Alabama points to New Orleans at domestic rates. The rate on staves from Mobile to New Orleans "to shipside for export" is nine cents, while the rate "for depot delivery" is seven cents.

Our investigation disclosed that it was the common practice for shippers to bill shipments of staves from Mobile to New Orleans, consigned to an individual at that point. Upon arrival, the consignee was notified by

telephone, and he at once gave the Louisville & Nashville a written order to switch the carload to a steamship dock, stating in such order the final destination.

If there were an extra charge for this switching service, there would be greater justification for applying the domestic rate, but the evidence showed that the switching to shipside is without extra cost to shipper.

The only charge made by the Louisville & Nashville is the seven-cent rate applicable "for depot delivery." The switching expense, amounting to $2 per car for switching to dock, is paid by the Louisville & Nashville to the Public Belt line, but this expense is absorbed by the carrier out of the seven-cent rate.

Roads Answer Otis Complaint

Gloves were not used by the carriers' attorneys in their briefs in regard to the complaints of the Otis Manufacturing Company of New Orleans. The Illinois Central filed its brief with the Interstate Commerce Commission last week and the Texas & New Orleans Railway Company presented its side of the case a few days later.

It is charged that the Otis Manufacturing Company is only nominally the complainant. The real influence behind the complaint is said to be the Freight Audit Company of Chicago. It is stated by the carriers that the officers of the Otis company showed great indifference in the case and that even the traffic manager of the concern was not at all active in pressing the complaint.

This point is made because it is the general understanding in Washington that the commission frowns on cases that are brought up by professional searchers for errors, in the hope of developing reparation cases.

With respect to the complaint against the Illinois Central and other lines in the matter of mahogany rates to Indiana and Michigan furniture manufacturing centers, the carriers acknowledge that their tariffs have not been kept perfectly in line owing to the comparatively light movement of mahogany. The general basis of making the rate five cents higher than that on native lumber has been departed from in some cases owing to fourth section complications and constantly recurring changes in the lumber rate.

It is asserted that mahogany should take a higher rate than native woods because of the difference in value; the volume of the tonnage; loading conditions and the difference in competitive conditions. The carriers base average values as follows: Mahogany, $90 per thousand; oak, $40; cypress, $35, and pine, $18.

Advantage as to competition is all with New Orleans, the brief states. The Otis company manufactures its lumber right on the levee of the Mississippi river. Logs are brought from the tropics in vessels which discharge them into the mill pond. There is no rail haul. This enables the Otis company, it is stated, to deliver each 3,200 pounds of mahogany at Sturgis, Mich. (which is used as an example), for $4.96 cents less than a Louisville competitor. The Louisville manufacturer has to haul logs from the Gulf coast by rail. There is considerable waste on which freight has to be paid. It costs $14.56 to lay down 3,200 pounds of mahogany lumber in Sturgis if the manufacturing is done in Louisville. Lumber manufactured in New Orleans can be placed in Sturgis for $9.60, it is said. This point is made by the railroads to show that the present rates from New Orleans to Sturgis and other points are not excessive. It is stated that the carriers already are working on tariffs which increase the rates on mahogany between New Orleans and middle western points.

In their effort to establish that there is large profit in the business handled by the Otis company, the carriers point to the prosperous condition of the Otis firm. It has been manufacturing mahogany exclusively for thirty-five years. The average monthly shipments by rail are fifty cars. This represents only fifty per cent of the business done by the company, the brief states, the other portion moving by water.

In objecting to the rates between New Orleans and Dallas and Houston, Tex., the complainants object to having mahogany classed higher than walnut. The carriers say that the highest average price ever paid for walnut was in 1904 when it reached $45.64. In 1911, it is stated, the average value of walnut was $31.70. Compared with mahogany, which they average at $90, the carriers maintain, walnut should take a much lower rate. It is charged that claims of competition with walnut are not based on fact. The carriers fail to find record of any walnut production in Louisiana and Mississippi moving to Texas points and state that no one in New Orleans is engaged in the manufacture or the distribution and sale of walnut in Texas.

It is asked that the case be dismissed.

Reparation Probable on Freight Overcharge in Arkansas

In the case of the C. E. Ferguson Sawmill Company versus the St. Louis, Iron Mountain & Southern Railway Company and the United States, with the Interstate Commerce Commission as intervenor, the federal court at Little Rock refused to grant the temporary restraining order asked by the railway company, to prevent the enforcement of the commission's order of reparation and to prevent the sawmill company from prosecuting its suit against the railroad in the state court to collect the reparation awarded, in the decision given out on December 5.

This case arose over an award made by the Interstate Commerce Commission to the Ferguson company in reparation of overcharges on certain shipments of cypress lumber. The railroad refused to pay the awarded reparation, and the sawmill company brought suit in the state court to obtain judgment and execution thereunder. The railroad thereupon sought to obtain a temporary restraining order against the sawmill company to prevent it from prosecuting the suit in the state court, and further to enjoin the United States and its Interstate Commerce Commission from enforcing its award of reparation, upon the theory that no damage to the lumber company had been shown.

The conclusions of the court were that the railroad company overcharged on the cypress shipments and that it owes some one the amount of the overcharges, or the reparation awarded by the Interstate Commerce Commission, but that the federal court would not attempt to say to whom the reparation belongs; that these matters might properly be brought up on the trial of the case in the state court.

Forest Exhibits for California

Part of the government's exhibit for the Panama California exposition at San Diego left Washington last week. This portion has to do with the national forests of New Mexico, and will be shown in the New Mexico building, the exhibit having been prepared in co-operation with the state board of exposition commissioners of that state. The material also shows specimens of the principal timber trees of New Mexico and their uses.

Other exposition material is to leave soon for San Francisco, where it will form a part of the Panama Pacific exposition. Part of this is being prepared through co-operation between the Forest Service and the United States Civil Service Commission. The commission passes on the qualifications of all candidates for positions in the Forest Service, testing the fitness of those who wish to become forest officers through outdoor examinations in riding, surveying, timber estimating, and similar matters as well as by more conventional methods; its exhibit will illustrate the duties of these officers.

Co-operation also exists, in the preparation of exhibit material, between the Forest Service and the Bureau of Education. This shows how forest subjects are used in the public schools, in connection with nature study, commercial geography, agriculture, and the like. One of the exhibits is a display made by the normal school pupils of the District of Columbia, in which a number of those who are studying for teachers' positions entered a prize contest on tree study. Each of the contestants prepared a separate exhibit showing the life history and the products of individual trees, such as white pine, hickory, or sugar maple.

All Wood Declared Contraband

The Germans have declared all wood contraband, even if only firewood. The purpose of passing that order was to hinder shipments to England from Norway and Sweden. Cargoes from certain ports of those countries must pass across waters menaced by German war vessels, and shippers will not care to take chances of being captured. Consequently, the timber trade in that region is either crippled or at a standstill. The interference hurts Norway and Sweden more than England. That country can buy timber elsewhere, but Sweden and Norway have no other market at present for that product, and cargoes ready for shipment are tied up. This is another case where the innocent by-stander is hit.

Imports of Sumac Bark

The imports of sumac bark and leaves into the United States amount to about 900,000 pounds a month, and it is valued at two and a quarter cents a pound. Most of the supply comes from countries of the Mediterranean region, chiefly Italy. Small branches with their leaves are cut, dried, and in some instances ground to powder. It is used for tanning fine grades of leather. At one time the industry of tanning goat skins with sumac was carried on almost wholly in Morocco, Africa. Such leather came to be called the name of the country that produced it, and it has been known ever since as morocco, though very little of it now comes from Africa.

Mahogany and Hardwoods in England

An English trade paper in commenting on the market says the mahogany trade continues flat, and the deliveries have in recent weeks rarely exceeded twenty-five per cent of those in normal times. Of course, the cabinet-making trade is slack, and until the war is over people will not lay out money on articles of furniture that are not absolutely essential. This, of course, affects the trade in American hardwood also, but not so much as is the case where mahogany is concerned. It would not be so very surprising, however, if some of the most inferior mahogany finds a market away from the usual run in these times of almost phenomenally high prices for certain dimensions of sawed softwoods. In fact, the war may prove a blessing in disguise to the mahogany market

Building Operations for November

Building operations for November make almost exactly the same relative showing, as did October, namely, a decrease of 20 per cent, as compared with a year previous. The comparative loss for September was greater, 32 per cent, so that the statement may be regarded as recuperative. The shrinkage, however, is now the more general throughout the country, indicating that the causes are countrywide. Of 71 cities, 56 show comparative losses. It is almost universally proclaimed that sentiment at present is distinctly better than a month ago, so that the index finger of probability points to recovery. However as the momentum of large bodies is not so easily swerved from its course as in lighter affairs, it may be held questionable whether the full force of the sentimental and actual improvement will become immediately apparent. If the statement is not specially encouraging, it cannot be regarded as discouraging.

The official reports of building permits issued by 71 cities during November, received by the American Contractor, Chicago, reach a total of $32,805,789, as compared with $41,005,514, for November, 1913, a decrease of 20 per cent. A few cities show decided gains, due usually to special causes. Thus, the phenomenal increase at Oklahoma is caused by the letting of the contract for the $1,500,000 state house. Cleveland scores an interesting gain, 73 per cent, and other notable increases are those of Peoria, 228 per cent; San Antonio, 105 per cent; Tacoma, 326 per cent, and New Haven, 47 per cent.

For the first eleven months of the year the total value of the building operations of the cities are $585,841,305, compared with $633,776,574, for the same period last year, a decrease of 7 per cent. The detailed operations are as follows:

City—	November, 1914	November, 1913	Per Cent Increase	Per Cent Decrease
Akron	$ 179,835	$ 173,135	4	
Albany	391,478	781,965		61
Atlanta	228,104	278,904		18
Baltimore	374,089	612,796		39
Buffalo	498,000	580,000	..	14
Cedar Rapids	250,000	497,000		50
Chattanooga	28,258	38,610		26
Chicago	6,513,150	6,490,650		
Cincinnati	339,210	466,110		28
Cleveland	2,153,645	1,241,640	73	
Columbus	377,385	398,770		5
Dallas	133,850	876,615		85
Dayton	53,624	111,975		52
Denver	121,110	175,129		31
Des Moines	93,302	108,990	..	14
Duluth	189,540	204,675		7
East Orange	79,035	117,393		32
Evansville	57,986	103,405		45
Ft. Wayne	100,975	102,150		1
Grand Rapids	171,427	275,384		38
Harrisburg	34,000	84,800		60
Hartford	390,385	1,071,045		63
Indianapolis	265,190	479,711	..	45
Kansas City	341,220	934,672		63
Lincoln	39,475	145,623	..	73
Little Rock	18,500	47,050		60
Los Angeles	785,340	1,200,158		34
Manchester	86,665	150,234		42
Memphis	133,275	211,571		37
Milwaukee	791,782	1,174,110		32
Minneapolis	703,615	820,990	..	14
Nashville	30,655	78,940		57
Newark	373,627	549,371		32
New Haven	315,750	214,475	47	
New Orleans	69,682	139,716		50
New York City				
Manhattan	2,058,244	4,121,737		50
Bronx	448,013	416,614	8	
Brooklyn	1,617,445	2,309,415	..	30
Queens	1,460,792	1,442,863	1	
Richmond	131,105	253,659		48
Oakland	281,769	414,226		32
Oklahoma	1,509,915	8,615	17,427	
Omaha	133,583	268,590		50
Paterson	46,961	81,030		42
Peoria	605,200	184,600	228	
Philadelphia	1,240,530	2,026,565	..	39
Pittsburgh	777,368	698,617	11	..
Portland	453,830	608,865	..	25
Richmond	130,638	281,399	..	54
Rochester	397,830	649,575	..	39
Salt Lake City	107,323	171,800	..	38
San Antonio	210,575	102,800	105	
San Francisco	988,587	1,142,986		14
St. Joseph	86,410	132,515		73
St. Louis	650,029	1,073,643		39
St. Paul	710,697	647,682	10	..
Scranton	88,852	156,625	..	43
Seattle	229,615	387,790		40
Shreveport	77,764	90,626	..	14
Sioux City	84,477	118,127	..	28
Spokane	55,880	78,610	..	29
Springfield, Ill.	55,100	41,425	33	..
Syracuse	235,365	182,330	29	..
Tacoma	270,655	65,520	326	..
Toledo	276,676	283,555	..	2
Topeka	35,680	40,308	..	11
Troy	37,450	27,150	38	
Utica, N. Y.	95,500	143,825		34
Washington	119,544	644,033	..	35
Wilkes Barre	76,493	212,428	..	64
Worcester	424,124	299,688	42	
Total	$32,805,789	$41,005,514		20

Lighterage Changes at New York

Shippers of lumber and other forest products, which must be handled at wharfs and on water at New York, will be interested in a notice of change in charges, which was sent out on December 17 from the office of the National Wholesale Lumber Dealers' Association, New York. The tariffs and regulations governing the lighterage service were issued by the various railroads to become effective January 1, 1915. A protest has been filed with the Interstate Commerce Commission requesting the suspension of these tariffs pending a hearing. Following is a summary of the proposed new regulations:

All "lighterage free" freight received on lighters or barges, or delivered from lighters or barges, at piers other than station piers of the respective carriers, will be handled to or from stringpiece or to or from vessel's slings, and a charge of 12 cents per ton, net or gross, as rated, will be assessed on all such freight in addition to the rate applying from or to the point at which the property is received or delivered.

The foregoing will not be applicable to import or export freight interchanged direct with steamship lines.

In case of shipments the actual weight of which is less than the carload minimum weight, but on which the carload rate and minimum weight have been applied in order to secure the benefit of free lighterage, the charge above prescribed will be assessed on basis of the carload minimum.

When the [illegible] service is performed by outside lighters or barges, the charge of twelve cents per ton will be collected and retained by the carrier, except as noted in the following paragraph:

The carrier, at its option, will arrange with the shipper or consignee to load or unload the freight, and when such service is performed by the shipper or consignee an allowance will be made of not to exceed twelve cents per ton, net or gross, as rated, the captain of the lighter or barge to file with the lighterage department a statement that the loading or unloading was performed by shipper or consignee.

This means that on lumber delivered by lighter in New York harbor it is proposed to make a charge of twelve cents per ton for handling from the lighter or canal boat over the stringpiece.

The charges for towing freight to certain accessible points beyond the free lighterage limits are increased. These increases apply to or from Harlem River points beyond Jerome Avenue bridge; East River points beyond Oak Point; points on Kill Von Kull, Newark Bay and Passaic River; Hoffman's Island and Swineburne Island.

The charges for staking, wiring, or cleating shipments on cars will be one dollar a car when material is furnished by the shipper and labor by the railroad company; but when both material and labor are furnished by the railroad company the charge will be four dollars for single and eight dollars for a double car of lumber or timber; four for single and fifteen for double cars of logs; and seven and a half dollars for single and fifteen for double cars of poles and piling.

The present rates are fifty cents per car when material is furnished by shipper and two dollars per car when material and labor are furnished by the carrier.

Memphis Club Elects New Officers

The annual election of officers of the Lumbermen's Club of Memphis was held Saturday evening, December 19, in the Business Men's Club rooms. The officers elected were:

President Charles G. Kadel (Blue ticket); first vice-president J. R. McFadden, Paepcke-Leicht Lumber Company (Blue); second vice-president T. W. Dugan, T. W. Dugan Lumber Company (Blue); secretary-treasurer—D. F. Heuer, A. N. Thompson & Company (Blue); Directors—H. W. Bonner, J. H. Bonner & Son (Blue), C. C. Dickinson, E. Sondheimer Company (Red), and Joe Thompson of the Dudley Lumber Company (Red).

The polls opened at 7 o'clock and remained open for two hours, during which time 109 votes were cast. Campaigning of the most lively character had been in progress for an entire week but the campaign committees and the candidates whose cause they were espousing were active until the last man had turned over his ballot to the election officers.

While the votes were being counted by the proper officials, President Allen created some surprise by asking Mr. Rush, candidate for the presidency on the red ticket, to escort Mr. Kadel, head of the blue ticket, to the platform. President Allen uncovered a glittering array of silver on a table before him and presented it to Mr. Kadel in behalf of the Lumbermen's Club of Memphis. Mr. Kadel expressed his full appreciation of the splendid gift but declared that he was entirely too full (locker number, please) for utterance and asked to be excused from making a speech under the circumstances.

Mr. Kadel's platform as briefly outlined by him in his speech following the announcement of election results created much merriment. It is apparently broad enough for all the members to stand upon. He said: "If you want to save your money, we are with you; if you want to have a tango party every evening in the year, we are with you; and if you want to give all of your money to the pretty young girls and the handsome widows, you will not find any opposition whatever from us."

Mr. Rush, defeated candidate for the presidency, expressed regret that he had not been successful, but declared that he was entirely satisfied with the selection made by the club and that he could be counted upon to do his best in whatever capacity his services were needed.

The other successful candidates were called upon and responded briefly.

One of the features of the evening was the reading of the following telegram from three members of the club now sojourning in Los Angeles, E. E. Taenzer, J. W. Thompson and C. N. Kellogg: "Although absent, we are with you in spirit. Best wishes."

The newly elected officers will be installed at the first regular meeting to be held after the first of the year.

Hardwood News Notes

MISCELLANEOUS

The Utica Box Company has been incorporated at Utica, N. Y., with $35,000 capital.

H. A. McCowen & Co., walnut manufacturers of Salem, Ind., have removed to Louisville, Ky.

Owens Brothers of Eau Claire, Wis., are planning the erection of a sawmill on Bear Creek.

The Louisville Silo & Tank Company has increased its capital stock from $10,000 to $60,000.

The Washington Furniture Company has been incorporated at Washington, N. C., with $10,000 capital.

The Farm Implement Company was incorporated at Washington, D. C., with a capital stock of $100,000.

The Clarkston Furniture & Buggy Company has been incorporated at Clarkston, N. C., with $10,000 capital stock.

The United Furniture Manufacturing Company has been incorporated at Port Allegheny, Pa., with a $25,000 capital stock.

H. R. Whyte has been appointed receiver for the Buena Vista Veneer Company at Des Arc, Ark., and South Bend, Ind.

The Pioneer Box Company of Crawfordsville, Ind., manufacturer of wire bound boxes, will establish a factory at St. Louis.

The Oakville Wagon Company has been incorporated at Watertown, Conn., with $25,000 capital to manufacture wagons.

A creditors' committee has been appointed to take over the affairs of the Kimball-Lacy Lumber Company, Arkansas City, Ark.

The Bluepoint Mangle Roller Company has been incorporated at Derrick, N. Y., with an authorized capital stock of $45,000.

The Capitol City Carriage Factory, Des Moines, Iowa, was partially destroyed by fire recently. The loss is reported to be $40,000.

The Baker, Coleman & Carroll Company, manufacturers of garden plows, has selected Shenandoah, Ia., as the location for a new factory.

The Northwestern Cooperage & Lumber Company, Gladstone, Mich., is reported to have suffered a $20,000 loss by fire about a week ago.

The A. M. Maxwell Company is reported to have been incorporated with $300,000 capital to manufacture automobiles at Indianapolis, Ind.

Fire destroyed the plant of the Hickory Manufacturing Company at Johnson City, Tenn., on December 11. The loss reported is $100,000.

The Williamson & Brown Land & Lumber Company at Whiteville, N. C., recently lost its plant by fire, which destroyed $75,000 worth of property.

William E. Field of St. Louis, formerly superintendent of the Cupples Woodenware Company, dropped dead at a restaurant table in that city recently.

Cohen & Danovitz has been incorporated under that style at New York City to manufacture sash, doors, trim and woodwork. The capital stock is $10,000.

The Master Talking Machine Manufacturing Company has been incorporated at New York with a capital stock of $500,000. This concern will manufacture talking machines.

It is announced from Warsaw, N. Y., that the American Master Organ Company will establish a plant at that place, and that the Warsaw business will be incorporated with $100,000.

The Alaska Lumber Company is the title of a recently incorporated concern which will operate at Bryson City, N. C., with a capital stock of $100,000, for the manufacture of lumber.

A report comes from Whitesburg, Ky., that George M. Adams and others from Sandy Lick Creek, Ky., are planning the establishment of a planing mill at Whitesburg, shortly after the first of the year.

It is reported from Houston, Tex., that efforts are being made by the Texas Forestry Association to perfect the formation of a state forestry commission and to create the position of state forester at the next session of the legislature.

It is reported that a furniture concern to be known as the Peerless Manufacturing Company will shortly be incorporated at Holland, Mich. H. E. Adena, formerly of the Holland Furniture Company, is reported to be behind the new enterprise.

CHICAGO

HARDWOOD RECORD gratefully acknowledges receipt of a variety of beautiful and artistic calendars from:

The Radford-Portsmouth Veneer Company, manufacturer of rotary cut veneers, Radford, Va., entitled "Daphne of the Roses"; E. W. Pratt, Jr., Hopkinsville, Ky., who can supply hounds, felloes and plow beams in carload lots, and D. H. Day, manufacturer and dealer in hardwood and hemlock lumber, bark, etc., Glen Haven, Mich., each sent in one descriptive of "Winter Evening"; "Vivian," from both the Johannesburg Manufacturing Company, Johannesburg, Mich., wholesaler of northern hardwoods, and the Miller Lumber Company, manufacturers of hardwood lumber and box shooks at Marianna, Ark.; Wood-Mosaic Company, manufacturer of lumber, flooring and veneers, with headquarters at New Albany, Ind.; S. D. Childs & Co., handlers of all kinds of office stationery and supplies, Chicago, Ill., and a good sized office calendar from the American Veneer Company, manufacturer of built-up panels and veneer seatings, Hoboken, N. J.

Frank Purcell, handler of walnut logs, veneers and lumber, Kansas City, Mo., has been in Chicago for the last few days on business. He left Tuesday night for Kansas City, as he was very anxious to get home before the holidays.

Robert Maisey, formerly associated with J. H. Dion of Maisey & Dion, hardwood wholesale yard people, Chicago, has recently sold out his interest in the firm to Mr. Dion. Mr. Maisey has been connected with the hardwood business in Chicago for the last thirty years. The present business was organized a number of years ago and has been carried on very successfully since. Mr. Dion will handle the entire affairs of the company from now on.

Charles Dregge of the A. L. Dennis Salt & Lumber Company, Grand Rapids, Mich., spent a few days in Chicago last week.

R. L. Jurden of the Penrod-Jurden-McCowen Lumber Company and the Penrod Walnut & Veneer Company, Kansas City, is spending a few days in Chicago on business.

D. J. Arpin, president of the Arpin Hardwood Lumber Company, Grand Rapids, Wis., was a Chicago visitor last week.

W. D. Greeley, assistant forester of the United States Forest Service, Washington, D. C., and H. F. Weiss, director of the Forest Products Laboratory, Madison, Wis., were two prominent visitors who came to Chicago to attend the meeting of the lumbermen at the Hotel La Salle.

Walter C. Winchester of the Turtle Lake Lumber Company, Grand Rapids, Mich., passed through Chicago last Wednesday on his way north.

D. L. Hutchinson of the Dickson Planing Mill Company, Dickson, Tenn., was in the city on December 15.

H. D. Tiemann, wood technologist in charge of investigations along this line at the Forest Products Laboratory, Madison, Wis., spent several days in Chicago a week ago in connection with his work.

The United States Barber Furniture Company of Chicago has recently sustained an involuntary petition in bankruptcy.

HARDWOOD RECORD acknowledges receipt of a very useful and well gotten up booklet entitled "Belt Sanding," issued by the Mattison Machine Works, Beloit, Wis. This is the fourth number of the series which contains practical articles on belt sanders.

This office acknowledges receipt of a pamphlet on inter-insurance by Charles F. Simonson, recently appointed manager of the National Lumber Manufacturers' Association inter-insurance exchange.

A book entitled "Merchandising of Lumber" has just come to HARDWOOD RECORD from the National Lumber Manufacturers' Association. It contains a complete report of the question of merchandising of lumber as discussed before the annual convention of that association at Chicago, last May.

NEW YORK

Sam E. Barr finds present business all to the good, though of course he could take care of some more. He reports a good number of orders for January and February shipment which gives a good start to the new year. He is making a specialty of hardwood flooring and finds a steadily increasing demand for this very meritorious article.

W. D. Magovern, local hardwood flooring specialist and the pioneer in the warehouse scheme for prompt delivery, has increased his facilities on the upper west side so that he now carries about 1,000,000 feet of stock at all times. He handles the famous Forman hardwood flooring and Jackson Lumber Company's long leaf yellow pine flooring.

The wholesale firm of Rouse & Van Dusen will be dissolved December 31. F. B. Van Dusen and W. J. Rouse are partners.

The local office of the Emporium Lumber Company reports only seasonable activity but looks for better things in early spring. W. L. Sykes, head of the company, is spending the winter in Los Angeles.

A petition in bankruptcy has been filed against E. Schloss & Co., Inc., manufacturers of furniture, with plant at 530 Cherry street. Liabilities are $35,000 and assets $5,000. Charles L. Brookheim has been appointed receiver.

A petition in bankruptcy has been filed against the Norfolk Lumber Company of 245 East 137th street. It is alleged that the company made an assignment on December 17. The company was incorporated in June, 1911, with capital stock $10,000. Its principal business was dealing in hardwood floors.

BUFFALO

H. L. Vetter of the National Lumber Company has returned from a business trip to Boyne City and other points in Michigan, where he placed a number of orders for maple flooring.

Blakeslee, Perrin & Darling report the hardwood trade as picking up. Trade this month has been on a satisfactory scale, having largely exceeded that of three months ago.

The Standard Hardwood Lumber Company reports that the inquiries for lumber are on the increase and it is believed that business will show a good gain within the next two or three months.

Miller, Sturm & Miller state that the hardwood trade is inclined to be quiet this month, but a number of orders have lately been received for oak, maple and poplar.

The Hugh McLean Lumber Company has had a pretty good amount of business of late in the better grades of quartered oak, in which prices are holding up better than in most woods.

M. M. Wall has been elected treasurer of the New York State Motor Federation, an organization composed of automobile clubs of Buffalo, Rochester, Syracuse, Utica and New York, with 11,000 members.

T. Sullivan & Co. report the brown ash demand as keeping up well, in spite of the quiet in most other hardwoods. Sales of this wood have been large during the past month.

The Yeager Lumber Company has found plain oak one of the chief hardwoods in demand during the past two weeks. Trade is expected to pick up within the next few weeks.

It is reported that the Pierce-Arrow Automobile Company has received another order within the past two weeks for several hundred motor trucks to go abroad. The company is now filling a French army order for trucks.

A. A. Mason has lately been calling on the furniture trade at James-

town, also reports that no disposition to stock up is manifest, though manufacturers are buying moderately.

G. Elias & Bro. report the hardwood trade as rather quiet, with some falling off of local trade because of a slow-up in building operations.

PHILADELPHIA

Charles K. Parry of Charles K. Parry & Co., owners of the Carolina Spruce Company, Pensacola, N. C., says business so far this month has shown a substantial improvement over last month, which is very encouraging as to outlook. The stock exchange has opened strong for a brisk business; foreign investors in American securities instead of dumping their holdings on the market regard them as sound and reliable. Charles K. Parry & Co. have removed their offices to 402 Land Title building, where they have better facilities for conducting their business.

Owen M. Bruner, president of the Owen M. Bruner Company, declares that there will be live business in 1915. For one source, the warring countries must have clothes as well as numerous other necessities for the armies and the non-combatants, and this country is looked to for relief in their extremity. The factories, the material and the labor are here, consequently the mills and other trades will flourish. Mr. Bruner, who is possessed of keen insight, is able to adduce many other good reasons why good business may be expected for 1915.

Frank H. Hawkins of the Kirby & Hawkins Company, handlers of railroad ties and lumber, says the carrying companies have given notice that they do not intend to buy anything for some time, which stand has also been taken by other large corporations, but it is significant that a quiet inquiry is being made as to the stock situation and he will not be surprised if at almost any time after January 1, 1915, a brisk business will start up. W. S. W. Kirby, formerly of this house, has resigned all connection with the concern.

J. Elmer Troth, president of the J. S. Kent Company, says more interest is shown by the buyers as to stocks and quotations, which augurs better business and stiffer prices for the new year.

Frank E. Schofield of Schofield Bros., owners of Saltkeatchie Lumber Company, Schofield, S. C., and the Honaker Lumber Company, Putnam, Va., has just returned from the latter point. He says the frame work and roof of the new triple band mill which is to replace the one burned on October 17 is now completed and work is being pushed. He thinks buyers are realizing that rock bottom in prices has been reached and will soon get in the market for goods.

E. M. Bechtel, sales manager for Wm. Whitmer & Sons, Inc., argues that as inquiries are multiplying and minute information continues to be sought as to possible arrangement for future delivery with a decided disinclination on the part of the seller to close any deals for spring delivery at prevailing prices, a much improved business is anticipated for the new year. During the last few days inquiries for considerable lumber have been made by one of the railroads.

George Houck, general manager for the Highland Lumber Company, Inc., Seth, W. Va., has just returned from South Carolina where he has been inspecting the large electric power sawmill of the Atlantic Coast Lumber Corporation. The Highland concern intends to employ the best electric motor power in its new mill, which will be erected next spring. Mr. Houck says his company's business so far this month is way ahead of November, and things look bright for 1915. There is an inclination on the part of the buyers to close deals for future delivery at present values, but they will receive very little encouragement at this time, for his concern will not book orders now for delivery after January, 1915, without an advance in price.

J. W. Turnbull of the J. W. Turnbull Lumber Company predicts considerable new business after the first of the year. Buyers are beginning to realize that this is a good time to buy. Mr. Turnbull has just returned from Bristol, Tenn., where he has been inspecting the stock situation.

W. H. Wyatt of the Jackson-Wyatt Lumber Company owns to being a confirmed pessimist up to a month ago, but his views have changed, as he realizes that trade in other lines is swelling with orders from the war zone and inquiries in the lumber trade continue to increase.

Fisher Dalrymple of the Thomas E. Coale Lumber Company reports a tangible improvement during the last fortnight and is confident that after the first of the year a progressive prosperity may be relied on.

J. H. Campbell of Currie & Campbell says business is gradually livening up and that January promises a good showing. Mr. Campbell evidently is relying on the fighting countries for a good business, as trading here on account of the danger in shipping will be considerably interrupted as long as the war lasts. His firm recently made a contract to handle the output of the Graham County Lumber Company's mill at Judson, N. C. This concern manufactures a general line of hardwoods and turns out about 50,000 feet per day.

PITTSBURGH

Samuel H. Landis is arranging to rebuild his handle factory at Quakertown, Pa., which was burned last summer and which will employ about thirty hands.

C. W. [illegible] bought the plant of the Ebensburg Planing Mill Company at Ebensburg, Pa.

The [illegible] Lumber Company is now very nicely established [illegible] It will make a specialty of hardwoods and white pine. The officers are: Arthur Arnheim, who was connected with the Erving & Stoner interests of this city for twelve years, is president; Henry Resnick, for the past two years credit manager for the Fairbanks Company of Pittsburgh, is vice-president; William Lichtenstul, for the past three years manager of the real estate department of the Pittsburgh Industrial Development Commission, is secretary and treasurer, and A. G. Reddinger, a lumber manufacturer of Templeton, Pa., will also be one of the directors.

John McKeown, furniture manufacturer of this city, will build a large plant on the Potomac river in West Virginia where he has lately bought 500 lots. The plant will manufacture furniture novelties.

The Pennsylvania Door & Sash Company and the Commercial Sash & Door Company of this city have bought the entire business and stock of the Pittsburgh Hardwood Door Company. The stock inventoried at $150,000 and will be divided equally between the two purchasing concerns. The Pittsburgh Hardwood Door Company was organized about eight years ago in this city to handle the hardwood doors of the Paine Lumber Company, Ltd., of Oshkosh, Wis. It had large quarters in the terminal warehouses on the South Side until two years ago when a fine four-story plant was built at Thirteenth and Pike streets for its special use. The company has been operating the past two years as a wholesale and retail concern. It will now abandon the Pittsburgh field entirely. Nathan Paine, vice-president of the Paine Lumber Company and president of the Pittsburgh Hardwood Door Company, handled the sale for the latter concern.

J. N. Woollett, president of the Aberdeen Lumber Company, announces that it is very hard to move gum and cottonwood on contracts placed a long time ago. Everybody is holding up shipments so far as possible and at present there are no new buyers in the market.

O. H. Babcock of the Babcock Lumber Company believes that there will be quite a revival of lumber buying after the first of the year and that prices are bound to reach a higher level soon.

President J. L. Kendall of the Kendall Lumber Company reports that total sales for the year will not be more than ten per cent below those of 1913. The company is now renewing contracts at nearly the same prices received last year. G. M. Chambers, sales manager of this company, will be located in New York City for the next few months, where he has been very successful in digging up new trade.

The Home Lumber Company is a new concern at Warren, O., which will handle considerable lumber for manufacturing plants in the Mahoning valley. The members are T. F. and T. A. Miller of Youngstown, and F. D. McClure, E. D. Morrow, N. G. Baldwin, H. E. Webster and Roscoe Winnagle of Warren.

BOSTON

The management of the George W. Gale Lumber Company of Cambridge has been temporarily placed in the hands of a committee of the largest creditors, consisting of George H. Davenport of Davenport, Peters Company, George C. Cutler of Stetson, Cutler & Co. and Fred S. Ramsey. This action was taken December 7 since which time the payment of bills for merchandise has been suspended. An accounting firm is now taking account of stock and looking over the situation of the company, and it is hoped that it may arrange some plan whereby the present conditions may be passed over and this old and excellent firm continue in business. In the early part of the year a new thoroughly modern plant was constructed in the Mt. Auburn section, and this large employment of capital was followed by the general decline in business which placed the company in a position where with even their finest facilities for manufacturing, handling and delivering, it is obliged to take the course referred to above to preserve its interests and organization.

The Norwegian Steamer Falk and the British Steamer Elswick Tower, arriving in this port with about 2,200,000 feet of mahogany logs from Frontera and Axim, Africa, for a well-known Boston firm, have given a new impetus to the local trade in this wood. There are predictions that these arrivals, valued at about $120,000, forecast a revival of the business formerly carried on by a fleet of square riggers and it is expected that a permanent service may be established.

A petition in bankruptcy was filed December 4 against the Apponaug Lumber Company of Warwick, R. I., with liabilities of $29,592, among which appear three Boston firms. The assets are scheduled at $12,655.

BALTIMORE

Suit has been filed at Ashland, Ky., by W. C. Dunnington of Mountain Lake Park, Md., and E. H. Sincell of Oakland, Md., against the U. S. Bond Lumber Company, and the Bond-Foley Lumber and Oil Company for $325,000 alleged commissions and profits on the sale of 37,000 acres of timberlands in Jackson and Rockcastle counties, Kentucky. The plaintiffs state that the lands sold for $925,000 and that they had a contract with the owners to take $600,000 as commissions. They maintain that they introduced the owners to agents of the Standard Furniture Company, which was ready to pay $925,000, but that in order to defraud the plaintiffs, the defendants conspired with the Standard Furniture Company to have the Bond-Foley Company incorporated and the property sold to that concern. Mr. Dunnington is proprietor of Mountain Lake Park and Mr. Sincell is an Oakland attorney.

The will of the late Charles F. Shaffer, president of the C. F. Shaffer

Lumber Company of Laurel, Md., which was filed recently, shows the deceased to have been a wealthy man. According to a preliminary inventory the estate will foot up some $222,000, to which sum additions are to be made. In the total is included $25,000 of the capital stock of the C. F. Shaffer Lumber Company, and not less than $150,000 in real estate. The estate is left share and share alike to the eight children of the deceased.

Fire broke out recently in the factory of the F. X. Ganter Company, manufacturer of show cases and office fixtures, at Leadenhall and West streets, but timely discovery of the blaze and the quick work of the fire fighting force of the factory caused the flames to be confined to a narrow compass. The damage is small, and is fully covered by insurance.

On board the steamer Larchmore, of the Johnston Line, which arrived here from Liverpool on December 11, were 37 logs of walnut destined for middle western points.

COLUMBUS

Elaborate arrangements are being made for the annual meetings of the National Association of Builders' Exchanges and the Ohio State Association of Builders' Exchanges, which will be held in Columbus in January. The state convention will be held January 25 and the national organization January 26 to 28, inclusive. The headquarters for both conventions will be at the Virginia hotel. In the state meeting the principal topic of discussion will be the new state building code which has been formulated by a special commission named by the last session of the Ohio legislature. In the national association the question of a uniform contract between architects and contractors will be discussed. J. W. Lewman of Louisville is president and J. M. Vollmer of Louisville secretary of the National Association of Builders' Exchanges. John W. Boren of Dayton is president and E. A. Roberts of Cleveland secretary of the state organization.

The Home Lumber Company of Warren, O., has been incorporated with a capital of $12,000 to deal in lumber, by Roscoe Winnagle, W. G. Baldwin, F. D. McClure, T. F. Miller and H. E. Webster. Business was started December 21.

Papers have been filed with the secretary of state increasing the authorized capital of the Anchor Lumber Company of Cincinnati from $25,000 to $50,000.

The Citizens' Supply and Elevator Company of Cleveland has been incorporated with a capital of $50,000 to deal in lumber and other building supplies, by V. J. Minarik, J. J. Sachra, J. L. Paton, C. J. Hodous and J. S. Hodous.

J. J. Jennings, cashier of the City National Bank of Columbus, has been named receiver for the Columbus Saw Mill Company, upon the application of Jennie B. Cummins and J. N. Thompson. The assets are estimated at $1,743 and the liabilities $6,012.

Messrs. Hartson and Hill of Painesville, O., have leased the old bending works plant at Wellington which will be remodeled into a factory for the manufacture of handles.

F. B. Pryor of the W. M. Ritter Lumber Company reports a good demand for hardwoods when the season of the year and business depression are taken into consideration. Buying is about equally divided between the factory and the yard trade. Prices are generally well maintained, although some cutting is reported where stocks have accumulated. Shipments are coming out promptly. Dealers' stocks are generally light.

John R. Gobey of John R. Gobey & Co. reports a fairly good demand for hardwoods. Buying is limited because of the approach of the semi-annual inventories.

INDIANAPOLIS

William J. Mount, a lumber dealer of Miami, has filed a voluntary bankruptcy petition in the United States court with assets of $10,555.13 and liabilities of $13,498.48.

Johnathon Farver, Valentine D. Weaver and Hiram Norris have organized the Farver Lumber Company at Shipshewana, which has been incorporated with an authorized capitalization of $25,000. A general lumber business will be conducted.

William M. Dickerson, a pioneer hardwood lumber and veneer manufacturer, died at his home here December 16 after a short illness. He was first with the old Charles Murry mill and later with the Indiana Lumber and Veneer Company and the Advance Veneer and Lumber Company, retiring three years ago. He is survived by a widow and four children.

The Indiana Manufacturers' and Shippers' Association, comprised of several hundred manufacturers in all lines of business, at its annual meeting here December 15, decided to submit a workman's compensation bill to the legislature next month. All manufacturers would be required to carry insurance and the law would be administered by a state board. Compensation for injury would be one-half the weekly salary, with a minimum of $4 a week and a maximum of $10 a week. For permanent disability, the workman would be compensated for ten years. In case of accidental death, the widow or children under sixteen years of age would receive $100 for funeral expenses and compensation for three hundred weeks. For permanent disfiguring not permanently disabling the workman, compensation would be fixed by the state board.

MEMPHIS

The committee which went to New Orleans last week to secure the permanent headquarters of the Yellow Pine Manufacturers' Association, has returned to Memphis. It reports that while there appeared to be a great deal of sentiment favorable to Memphis, it had been decided not to determine upon permanent headquarters of the association until the reorganization had been entirely perfected. R. E. Montgomery and H. R. York were among the lumbermen who composed this committee, which represented the Business Men's Club. It is understood that the decision regarding the permanent headquarters will be made some time in January.

W. H. Russe of Russe & Burgess, Inc., has been made a member of the executive committee of the International Trade Conference which recently met here. This organization has for its purpose the increasing of the outlets for hardwood lumber and other products in Latin America and the choice of Mr. Russe is regarded as a particularly desirable one. He has been engaged for a number of years in the exportation of Southern hardwoods to Europe and is familiar with every detail of this business. It is expected that he will be able to render the executive committee particularly valuable assistance, not only in connection with the opening of markets for hardwood lumber and lumber products but for other commodities as well.

Arrangements are being perfected here for the entertainment of the National Lumber Exporters' Association, which will hold its annual in Memphis beginning January 21, next. A committee consisting of W. H. Russe, John W. McClure and C. B. Dudley, has been appointed to make the necessary arrangements for the entertainment of the visiting delegates, who are expected to number about fifty. No definite program has been arranged but it is understood that considerable attention will be given to the proposed advances in freight rates on the part of the railroads and to the situation created by the war in Europe.

The Southern Hardwood Traffic Association will hold its annual meeting January 5 and the election of officers for the ensuing year will take place at the same time. President Burgess has already announced two nominating committees to select candidates, as follows: F. B. Robertson, chairman, O. M. Krebs and W. A. Ransom; and W. S. Darnell, chairman, Jas. E. Starke and C. D. Hendrickson. These committees are expected to make their reports between now and the end of the year and the election will be a quite spirited affair as keen rivalry will prevail as a result of the fact that there will be two candidates for every position. In addition to the election of a president and first and second vice-presidents, five directors will have to be chosen. There are fifteen members of the board and, according to the constitution, ten of these hold over each year and five more must be elected.

The Kennedy Heading Company, in New South Memphis, is now operating its plant at full capacity. It was run only partially for quite a while following the outbreak of war in Europe.

Ocean freight rates continue to advance on both lumber and cotton, and exporters of both commodities are having their troubles. However, it may be noted that cotton exports are sharply on the increase while lumber exports are particularly small. This is due directly to the fact that cotton is much more wanted than lumber. Some of the exporters of the latter say they are meeting with a quite restricted call for southern hardwoods and that they see little prospect of any business of consequence until ocean freight rates are much more nearly normal than now.

B. C. Tully, son of C. J. Tully, vice-president of the Anderson-Tully Lumber Company, was elected secretary of that company. H. B. Anderson, son of S. B. Anderson, president, has been chosen treasurer. These two gentlemen succeed W. Brown Morgan, who resigned as secretary and treasurer last April to become president and general manager of the Morgan Veneer Company, with plant and headquarters at Pine Bluff, Ark.

The business men of Canton, Miss., are negotiating with Mr. Rhymes of Crystal Springs, Miss., regarding the establishment of a big box plant at the former point. He is the owner of about 12,000,000 feet of gum timber in that section. Arrangements have progressed far enough to make the outlook for the establishment of the plant very bright.

While direct exports of lumber are quite small, there is a great deal of southern hardwood going indirectly to Europe in the shape of packing boxes and tight barrels. The manufacturers here are selling boxes, made largely of gum, to the big packing houses for use in sending meat and other packing house products to the warring nations. At the same time manufacturers of tight barrels report a substantial increase in demand for barrels to be used in the handling of export shipments of both cotton seed oil and lard. The latter are in fact now enjoying a good volume of business and are running their plants on full time.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, is authority for the statement that he is now preparing a booklet in the interest of red gum which will be off the press in a few days. He says this will contain cuts of several men prominently identified with gum and fac-simile letters from large consumers who are much pleased with the results following the use of this lumber. It will contain a number of striking facts in connection with gum lumber that will, it is hoped, materially accelerate the growing interest in the material. Copies of this booklet may be obtained by addressing Mr. Pritchard whose offices are in the Memphis Trust building.

NASHVILLE

The Tennessee Railroad Commission has dismissed the petition of the Nashville Lumbermen's Club and Nashville Business Men's Association, complaining against alleged discriminatory local rates. The complaint averred that the mileage rates on logs and timber between local stations and junction points, including Jackson, Martin, Union City, Gibbs, Paris, McKenzie, Rives and Somerville, gave unreasonable advantage and preference to these junction points. After the petition was filed various operators in lumber and timber products intervened, and resisted the movement to have the rates on lumber and logs changed. A vast amount of testimony was submitted, including comparison of the local rates in Tennessee with rates on lines in other states. From the proof it was shown that there are 531 timber industries located on the lines of the railroad in Tennessee, 235 of which are sawmills. It is pointed out that the junction points enjoy certain advantages as to their proximity to Memphis, Nashville and Chattanooga, while the larger points enjoy certain advantages on outbound rates. The intervenors averred that the relief sought would drive them out of business. The commission holds that the proof does not show that the rates are unreasonable. The policy of the railroad in adjusting its rates so far as to foster business at all points is taken into consideration, and recognizes the principle that the railroad has a right to make the inbound rate lower when it will get the outbound haul. The commission holds that there is no unjust discrimination. The Lumbermen's Club has filed a petition for a rehearing in the case, setting up various new matters.

The Nashville Builders' Exchange has elected the following officers for next year: James A. Daugherty, president; J. W. Patrick and Joseph H. Peters, vice-presidents; William F. Holt, treasurer; Lee Parrish, secretary. R. T. Creighton, who has been president, declined re-election on account of pressure of private business.

BRISTOL

E. H. Walker has purchased a good sized area of hardwood timber near Clinchport, Va., in Scott county, and has installed two circular mills, which are now running full time. He will soon begin shipping lumber to the market from the new operations.

The Bristol Door and Lumber Company has enough orders booked to keep its mill busy until spring. The company has run regularly practically all year and reports the outlook for next year as encouraging.

E. H. Wilkinson of the Kingsport Lumber Company was here this week and reports that the company will begin the operation of its new mill at Kingsport as soon as business improves. A new railroad has been installed. The company has purchased the Preston tract of timber.

The Peter-McCain Lumber Company reports a splendid outlook for business. It has just been compelled to turn down an order for 1,000,000 feet of hardwood lumber, from an old customer, because its yard stock is low. The company has acquired a new timber supply from which it will begin drawing next year.

The stocks on the yards in this section are probably not more than twenty-five per cent of the amount usually carried. It is thought that the action of the manufacturers in promptly curtailing the output of lumber will hasten the improvement of prices.

The R. C. Duff Lumber Company is operating its band mill at Duffield, Va. The company has about 5,000,000 feet of stock on its yards at Duffield and is shipping out considerable lumber.

The Lovelady Lumber Company of Philadelphia, has about completed its new mill at Jasper, Va., on the line of the Virginia & Southwestern railway, near Bristol.

The Honaker Lumber Company is preparing to rebuild its mill near Honaker, which was recently destroyed by fire.

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

BASSWOOD	BIRCH
20M 4/4 No. 3 common	70M 4/4 No. 1 com. & bet. plain
30M 1x4 No. 2 and 3 common	100M 4/4 No. 1 com. & bet. red
15M 5/4 No. 1 com. and better	5M 5/4 1st and 2nd red
25M 5/4 No. 1 common	10M 5/4 No. 1 common red
10M 5/4 No. 2 common	6M 5/4 No. 1 common plain
20M 5/4 No. 3 common	3M 6/4 1st and 2nd plain
13M 6/4 1st and 2nd	13M 6/4 1st and 2nd red
15M 6/4 No. 1 common	4M 8/4 1st and 2nd plain
15M 6/4 No. 3 common	6M 8/4 1st and 2nd red
WHITE OAK	**ROCK ELM**
10M 8/4 No. 1 and No. 2 com.	50M 8/4 No. 2 com. and better

HARD MAPLE

40M 8/4 No. 2 common and better

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

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ARPIN HARDWOOD LUMBER COMPANY

Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

LOUISVILLE

Harry E. Kline, president of the Louisville Hardwood Club, has appointed his committees for the year. They are as follows:

ENTERTAINMENT, PUBLICITY AND PROGRAM: John Churchill, Churchill-Milton Lumber Company; G. D. Crain, Jr.; Preston Joyes, W. P. Brown & Sons Lumber Company; D. E. Kline, Louisville Veneer Mills.

FINANCE: C. M. Sears, Edw. L. Davis Lumber Company; Roscoe Smith, Ohio River Sawmill Company; Charles Platter, North Vernon Lumber Company.

TRANSPORTATION: T. Smith Milton, Churchill-Milton Lumber Company; H. J. Gates, Louisville Point Lumber Company; T. M. Brown, W. P. Brown & Sons Lumber Company; J. C. Wickliffe, C. C. Mengel & Bro. Company.

LOGS AND LUMBER: Edw. L. Davis, Edw. L. Davis Lumber Company; E. S. Shippen, Louisville Point Lumber Company; Charles Talbot, North Vernon Lumber Company, and Roscoe Smith, Ohio River Sawmill Company.

BYLAWS: D. E. Kline, Louisville Veneer Mills, and Clyde Smith, Ohio River Sawmill Company.

Much interest was shown in the action of the Kentucky court of appeals in declaring unconstitutional the workmen's compensation law which was enacted at the last session of the legislature. This measure, which put a compensation system into effect January 1, 1915, would have affected every sawmill in the state, and lumbermen were making preparations to comply with it. While the law made it optional with the manufacturer whether he would come under the system or not, it was provided that if he did not, the common law defenses which are usually pleaded would be taken away from him. On the other hand, he could plead these, if he came into the system, against the employe who refused to subscribe to the plan. This was what the court regarded as the essential flaw, a majority holding that this constituted coercion, and that the elective plan was merely nominal. It will be several years, at least, before another law can be enacted.

The Louisville Hardwood Club has decided to join forces with the Southern Hardwood Traffic Association of Memphis in opposing the freight rate advances from the South, as in this way John R. Walker, the regular representative of the association, will have an opportunity to look after the local interests as well. Mr. Walker will come to Louisville January 19 to attend the hearing of the Interstate Commerce Commission and conduct the case for Louisville hardwood men.

After a splendid effort to ward off death, James Elder, a sawmill operator of Dexter, Ind., succumbed to injuries received at the mill, the end coming at the Sts. Mary and Elizabeth's hospital in Louisville. Mr. Elder slipped and fell against the circular saw in the mill, his right leg being almost cut off, and other portions of his body being injured. He was taken in a buggy to the Ohio river, where a skiff was secured and he was rowed across to the Kentucky side. A Henderson train for Louisville was caught, and a telephone message ahead resulted in an ambulance being at the station when the train arrived. The lumberman was taken to the hospital and his leg amputated in the hope of saving his life. He apparently withstood the operation in good shape, but the shock and loss of blood proved too much for him, and he died two days afterwards.

J. R. Burbank, manager of the E. L. Hughes Lumber Company of Louisville, has been elected a member of the Louisville Rotary Club, one of the leading business organizations of the city.

Much activity in the purchase of railway ties is reported from various points in Kentucky, the Queen & Crescent, with general offices in Cincinnati, having purchased a large quantity in eastern Kentucky.

The Day Lumber & Coal Company is having a big boundary of poplar timber near Mayking, Ky., logged, the logs to be cut up at the Jackson mill. The timber is said to be about the biggest remaining undeveloped in that part of the country.

George M. Adams has purchased a Frick sawmill outfit for installation at Sandlick, in Letcher county, Ky.

J. W. Carter and others plan to establish a lumber yard at Middlesboro, Ky.

MILWAUKEE

The McDonough Manufacturing Company, Eau Claire, Wis., is experiencing one of the finest runs of business since its establishment, and its big plant in Eau Claire is working overtime to get the desired material out on schedule. Most of the business is from the southern hardwood dis-

tricts and the orders are most encouraging because of the absence of bookings from that district for a long time. The latest order is for a double band mill and was forwarded by J. D. McDonough, southern representative, who has now sent three large orders for new mills within two months' time.

The Albrecht Manufacturing Company, Kewaunee, Wis., is building a new dry kiln and adding more lumber storage sheds. The present kiln will be rebuilt into a warehouse.

The C. F. Kade Fixture & Showcase Company, Plymouth, Wis., will practically double the size of its plant during the winter and spring. Two new woodworking buildings will be erected, in addition to two dry kilns and a warehouse.

The C. H. & E. Manufacturing Company, Milwaukee, Wis., portable sawrigs and other power equipment, has broken ground for a new plant to cost $25,000 and be located at Clinton and Mineral streets.

That the state's power to regulate railroad rates cannot be delegated irrevocably to a railroad corporation is the decision of the supreme court of Wisconsin in the case of the Menasha Woodenware Company vs. Minneapolis, St. Paul & Sault Ste. Marie Railway Company (Soo Line). The Soo Line attempted to hold the Menasha company to a rate contract which was made prior to the passage of the law providing for and giving powers to the Wisconsin Railway Commission. The court declares the contract is automatically abrogated by the enactment.

The Hatton Lumber Company, New London, Wis., placed its big mill in full operation during the first half of December and expects to run with day and night crews for several months at least. The mill was closed down for two weeks late in November for overhauling and repairs. In the meantime a large cut accumulated in the yards, which is being cut as rapidly as the extensive mill facilities will permit.

The J. S. Stearns Lumber Company's planing mill at Odanah, Wis., was damaged about $25,000 by fire on December 10. High winds and zero weather caused nearly the entire destruction of the plant. It is expected that the mill will be rebuilt without delay. The company operates a large mill at Washburn, Wis., and recently made a heavy purchase of timber in northern Michigan to supply this plant.

The late M. H. Wheeler, pioneer lumberman of Neenah, Wis., left an estate valued at $350,000, according to the will which has just been filed. The principal beneficiaries are two daughters, Mrs. Nelson Holbrook, Neenah, and Mrs. H. W. Stewart, Amherst Creek, Wis., and a son, H. E. Wheeler, Chicago.

The Rice Lake Lumber Company, in which O. H. Ingram of Eau Claire is a principal owner, has recently made several large sales of rough and dressed lumber for shipment east and south. The sales aggregate more than 1,000,000 ft. of fir and hemlock. Mr. Ingram said regarding the sales: "There can be no doubt that activities everywhere will take a big spurt after January 1. For instance, eastern buyers of fir are offering $1.50 premium for delivery after January 1 and $3.00 for delivery after February 1."

DETROIT

S. F. Derry of the Derry Lumber Company, Detroit, in discussing the year's business, says that when the total is figured up the year's trade probably will prove to be better than is expected at first thought. "The sudden depression immediately following the war, owing in part to the suspension of exportation and also in part to the program of curtailment some American manufacturers adopted, has had a tendency to make trade seem worse than it really is," said Mr. Derry. "I believe that now, however, there is a better feeling, which is backed to some extent by an increased business. Immediate prospects are better than at any time since the depression resultant to the war."

A sixteen-acre tract of oak, one of the finest in the vicinity of Dowagiac, has been purchased by William M. Vroman, Dowagiac timber buyer.

S. W. Clements, general superintendent of the Dollar Bay Lumber Company of Dollar Bay, will soon place contracts for logs for next season's operations. The company probably will contract for from two to three million feet and if conditions warrant an increase will be made. The company has timber available for summer logging if it is needed.

Ewing & Son of Chelsea are shipping heavy trucks and sleighs to Elm, Mich., where they will cut considerable timber this winter.

William Chandler, vice-president of the Munising Veneer Company, died recently at his home at Sault Ste. Marie, Mich. He was a pioneer at the Soo and in addition to his lumber interests was a bank director and vice-president and general manager of the Edison-Sault Electric Company and also vice-president of the Chippewa-Edison Company.

The new mill which the Stack Lumber Company is erecting at Masonville, in the upper peninsula, is now well under roof. Rapid progress has been made on the construction. During the winter months all machinery will be installed and the mill will be in readiness for operation early in the spring.

Fred L. Green, president of the Ypsilanti Reed Furniture Company of Ionia, is now in Europe trying to obtain a supply of reeds to operate the company's furniture plant at Ionia. Unless he obtains the reeds the plant will soon have to suspend operations notwithstanding the fact that it finds a good market for its products. The fiber which Mr. Green must obtain is grown in China but is treated by a secret process in Germany.

The Cummer Manufacturing Company's plant at Cadillac has resumed operations after an idleness of several weeks. The company is now manufacturing crates and boxes for the spring trade.

The Iron Range Cedar & Lumber Company has about forty men and a number of teams logging at its camps near Pentoga. Repairs have recently been made to the saw mill at Pentoga and it is expected that not long after the first of the year the mill will be operated.

The Copper Country Commercial Club, an upper organization which induced the Kelly Chair Company of Grand Rapids to locate a plant at Hancock, Mich., is now negotiating with German toy manufacturers.

Dimension Stock
GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
No manipulation of grades.
Located on La. R. & N. Co. COLFAX, LA. Consumers' inquiries desired

MEMPHIS

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Manufacturers and Shippers Hardwood Lumber
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TIMBER ESTIMATES
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TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
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SPECIAL BILLS LONG STOCK
OAK, ASH and CYPRESS
18 to 30 feet Sawed to Order
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WHITE PINE YELLOW PINE

High Quality—Prompt Delivery

WE WANT TO MOVE AT ONCE

5 cars 1" 1st and 2nd Basswood
3 cars 1" No. 1 Common Basswood
3 cars 1" No. 3 Common Basswood
15 cars 1" Oak—all grades

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Rockcastle Lumber Co.
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OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD

Anything in Hardwoods

Huntington West Virginia

Revived Inland Navigation

Our cargo of 350,000 feet of Oak and Gum from our Jeffris, La., mill on its way up the Mississippi River on the new Gas Producing, Self Propelled Steel Barge.

This cargo was unloaded at St. Louis, Mo., and Alton, Ill., on August 1st and 2nd

WE HAVE MORE IN STOCK

D. K. Jeffris & Co.

CHICAGO

HARDWOODS
CONCORDIA LAND & TIMBER CO.
Jeffris, La.

YELLOW PINE
MANCHESTER SAW MILLS
Manchester, Ala.

in an effort to obtain a toy factory for the upper peninsula. The abundance of hardwoods and excellent shipping facilities are among the attractions of the upper peninsula.

The Helena Land & Lumber Company has been formed at Escanaba with John K. Stack, Jr., as president. The company has acquired a large tract of timber near Little Lake, on the Northwestern railroad and will erect a sawmill in the spring. A logging railroad five miles long is now being built into the timber.

The Hardwood Market

CHICAGO

The local situation is characterized mainly by inactivity resulting from stock taking, but with very distinct and highly encouraging suggestions of business for the first of the year, when the necessary repairs are completed and inventory taking is over.

A pretty close study of the situation locally develops that the average factory yard is not at all well stocked, and that most of the factory buyers are making definite plans for filling up broken lines as quickly as possible. Of course a great deal depends on the furniture exhibits, but as a general thing there is a very distinct feeling among the furniture people that these shows are going to develop a surprisingly good line of business.

The local yards for the most part have not been buying in any quantities, and are not now doing so as they in turn are holding up awaiting action of their customers.

The building situation is not unduly inactive and shows a distinct evidence of a general awakening. When this is effected, and with the factory trade demanding fair quantities of lumber, the situation will be much more favorable.

As a matter of fact local business has been quite a little better during the past few weeks and a definite price level seems to have been reached with a very likely probability that future development will be much more favorable.

NEW YORK

Nothing of interest is doing in the local lumber market. Sales are at a low stage and no large amount of business is expected for the next few weeks. It is safe to say that stock taking will reveal a generally scarce supply on hand and if the ledger is favorable there should be some good demand for early January. Prices are so irregular that all discussion of this phase could well be dispensed with. Conservative houses are holding firm but there are many who are ready to move lumber at ridiculous prices.

The stock exchange has resumed operations on a basis almost normal and more activity in the money market may now be looked for. The rate decision is another feature of some concern and will indirectly have some influence on the local lumber market, though this will, of course, be somewhat delayed. The building outlook is fair in some sections, principally in the suburbs and this will tend to keep the market engaged to some degree. It rests largely with the dealers whether they make any money on the business offered; competition is one thing and price cutting is another. The former is an element that can be met while the latter is a disturbing factor which results in ruin and demoralization.

BUFFALO

The hardwood market is on a quiet basis, with little stock moving for immediate shipment. This is the usual state of affairs at the end of the year and there is an optimistic spirit as to the prospects for business soon after the year opens. The present state of prices is unsatisfactory, but there is not quite so much lumber offering from the mills as a short time ago and it is felt that prices must stiffen before long. Some people believe that within sixty to ninety days the market will be a great deal stronger.

Plain oak and maple are as usual among the woods chiefly in demand, though quantities selling are not at all large. Thick maple has been doing better at some yards. Quartered oak is firmer than most other woods and some dealers have been moving quite a fair amount of stock. Poplar has been quiet for a number of weeks. White ash is said to be a little less common than a few weeks ago. Brown ash is one of the specialties in pretty good sale. Cypress is firmer in price and some dealers are selling more of it at present than a month ago.

Building operations have been interfered with by stormy weather as well as the lack of available funds from banks to carry on operations. Very few plans are being filed at present and the last few weeks of the year are running behind a year ago. Still the year's showing has been pretty fair, as compared with other recent years

PHILADELPHIA

As 1914 with its disjointed trading nears its close, the closing of books and taking off of balance sheets, as customary at this time, is in order and until complete, buying will be restricted to only actual requirements.

Notwithstanding various impediments which have interfered with trading during the last twelve months, a comparison of the year's business with that of 1913 will prove a revelation. A serious deflection in business generally has in most cases yet to be substantiated. There has been no distinct activity in trading during the last fortnight, but the improved methods of buying indicate that the buyers are beginning to realize that in the near future an upward move will cause a stiffening of prices, as stocks are getting lower and the hardwood millman is not inclined to make any further sacrifice of his profits. A large number of orders are being booked in various other lines, due to the foreign war feature, which has resulted in the starting up of numerous large mills and factories. As long as the war continues soldiers must have clothes and food; the contesting countries the required equipment; lost ships must be replaced and a thousand other leakages replenished. On account of the lack of mechanics and the laborers who are now in the front these necessities must be supplied and as soon as possible by unfettered markets, and as this country has the material, the factories and the labor, it is only logical that orders must come here. The trade is thoroughly alive to the situation, business is being conducted on efficiency plans and everybody is saving money wherever consistent, in consequence of which the trade will have more money to spend when the time comes for spending. The local lumber business is virtually a unit in opinion that good times are coming soon, and a cheerful Xmas spirit is by no means exorcised as has been gloomily predicted. If spirits are light it may be approximated that trading with the advent of the new year will assume a decidedly more buoyant aspect.

PITTSBURGH

The year is winding up in Pittsburgh with some very encouraging announcements and some very discouraging totals of business done during 1914. The rate decision made known yesterday is perhaps the most favorable omen in sight and lumbermen are banking much on the improvement in general buying sentiment which will result from it. The industrial situation in this district is much improved the past two weeks. Many steel plants are putting on larger forces, the cold snap has put more life into the coal business and the window glass and plate glass industries are verging on à boom. All kinds of manufacturing activities show more life. As to the business done the past year it is generally conceded that the totals of sales of Pittsburgh firms will be from twenty to thirty per cent lower than in 1913. The totals of net profits derived from such business will fall even lower in proportion, for competition has been very keen and losses from different causes have been heavy and frequent. All lumbermen are in a hoping stage. They believe that there is going to be a sharp revival in buying after the first of the year and if the building situation shows up well in January they look for much business within a very few weeks.

BOSTON

The volume of business being transacted in hardwoods is still small, and the amount of inquiry current is naturally light. The prices quoted and paid continue in a very uncertain condition and the apparent supply of lumber available is evidently large, especially in the middle and lower grades. One of the most important factors influencing this market is the great number of mill stock lists forwarded to dealers and manufacturers. While these lists seldom show very large piles of high-grade stock on hand, the aggregate of so many lists in all grades is so extremely large that they have the effect of restraining the buyers instead of encouraging them. While the submission of statements of large stocks is expected to influence the purchasers favorably toward such a supply, it has the result of producing great caution and a disposition not to lay in any stock whatever. There are, of course, many corrective features such as the great decrease in sawing, the necessity of buying frequently instead of heavily and the almost universally acknowledged improvement in business about to come, all of which have operated for the prevention of unreasonable disturbance of values. The market, nevertheless, is not uniform nor satisfactory for either the dealers or the buyers, and in a condition which the trade as a whole believes will not be remedied by lowering prices.

BALTIMORE

With the end of the year close at hand, little is to be expected of the hardwood trade at this time. The last two weeks have been a season of quiet, with the demand limited, but with the offerings by no means so urgent as might have been supposed under the circumstances. The business appears to have a good undertone, so that even though the quotations are more or less uncertain and take a rather wide range, a feeling of hopefulness prevails. This spirit of expectation has been growing of late, and the members of the trade will close the old year firmly persuaded that much better results may be looked for in the near future. Much is anticipated from the decision of the Interstate Commerce Commission on the application of the railroads for an increase in the rates. One of the effects of the ruling ought to be a resumption of buying of materials by the transportation lines. This should also cause a change for the better in other divisions of the trade, especially as the stocks of lumber are by no means heavy and very little would be required to emphasize a scarcity. The mills have been holding down their production

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and few of them have large accumulations of stocks. This applies to practically all departments. For the present, of course, consumers will go slow and hold back as much as possible, not caring to make large additions to their obligations, but after the first of the year a letting out is almost certain to occur.

The export situation is still clouded, of course, and as long as the war lasts interference with the foreign movement must be expected. But there is also a prospect that such needs as cannot be postponed will manifest themselves, the movement at this time being probably at its lowest level. Viewed from every angle, therefore, the outlook for the trade is encouraging, and preparations to meet a larger demand are in order. Some of the woods, such as certain grades of chestnut and poplar, are inactive and rule low in price, but the entire list is likely to benefit from the revival that is in prospect.

COLUMBUS

The hardwood trade in Columbus and central Ohio was fairly quiet for the past fortnight, due to a number of causes. The most important was the war existing in Europe, coupled with the business depression. Another cause for the quietude is the approach of the semi-annual inventories and as a result both dealers and factory purchasing agents are loath to increase stocks at this time. On the whole the tone of the market has been satisfactory and future prospects are not at all bad.

Dealers' stocks generally are light and there is no disposition to increase them at this time. They have been following the policy of buying from hand to mouth, as it were, and are not taking any chances on the future. Dry stocks in the hands of mill owners are not very large and this is expected to help in maintaining quotations.

Buying is pretty evenly divided between the yard trade and factory demand. Factories engaged in making furniture and vehicles are the best customers. Implement concerns are also coming in the market to a limited degree. Shipments are coming out promptly, but collections are very bad.

Building operations which had been fairly active up to the middle of December fell off rapidly because of the approach of cold weather. Outside work has been effectually stopped. Quartered and plain oak is rather firm and the volume of business is as much as could be expected. All grades are moving uniformly. There is also a good demand for chestnut, especially sound wormy. Ash and basswood are in fair demand, while poplar is gaining in strength. The wide sizes of poplar are rather quiet. Other hardwoods are unchanged.

CINCINNATI

Lumbermen are convinced that conditions are fast righting themselves and that it will not be many days before the trade will be in a decidedly improved condition. Factories are increasing output slightly in most instances and a few of them are running full time or better, with best of indications for continuing on present basis. The furniture trade alone seems to be backward and it is expected that this branch of the lumber industry will improve in a short time. Inquiries are numerous from many sources and lumbermen are making prices that are considered on a par with recent quotations and for early deliveries. None of them care to quote for delivery later than thirty days off, expecting much better trade conditions by that time.

Right now there is more interest being displayed in plain oak than for several weeks, confined mostly to the better grades, the low grades still being a little off in demand. The call for quartered oak is increasing, but like plain oak, good grades sell best. The better grades of poplar and cottonwood are moving slowly but dealers are holding prices up and claim it is only a question of a short time when demand will be good for this stock. There is a very good request for ash and maple; this is especially true of stock thicker than inch, for which good prices are obtained. Sap gum in all grades is in active demand but the reverse is true of red gum except in the low grades. Chestnut does not improve much and grades other than sound wormy and No. 3 are quite plentiful, call for the latter grades being fair and rather on the increase.

Building operations are at a close, as is usual at this time of the year, and owing to enforced inactivities in this line during the last few months, due to financial stringency, little was done in the way of building development, although the demand for homes was very good. Consequently better banking conditions, making financing much easier, lead builders and large real estate operators to venture opinions that business in this line will be extra good early in the spring.

INDIANAPOLIS

The hardwood situation in this territory is daily showing improvement, but normal conditions cannot be expected for some time. Prices are steadier, the demand slightly better and inquiries are increasing in number.

The total volume of business for the year has been at least twenty-five per cent less than that of 1913. The outlook for the coming year, however, is fairly encouraging. Dealers are more optimistic and are doing some buying for spring.

There is also a slight improvement in the veneer situation. The de-

hand is a little better, but manufacturing operations are not being resumed to any great extent. There is a tendency to work off stock on hand before making more.

MEMPHIS

The South is in the midst of unusual weather for this time of year. It began snowing December 12 and the ground has been pretty well covered since that time. It is now raining all over this territory and, while the snow has disappeared, the ground is thoroughly soaked with water from the rain and the melting of the snow. It is practically out of the question to make any progress whatever with logging operations and those manufacturers of hardwood lumber who have not already made arrangements for their timber supply are practically at a standstill. Fortunately, those who are making an effort to operate their plants have a moderate supply of logs on hand and they will probably be able to run for a while. The point which is being emphasized by hardwood interests here, however, is the impossibility of conducting fresh logging operations and the certainty of exhaustion of supply when the present cut has been converted into lumber.

It is probable that there has been some increase in the amount of hardwood lumber being produced in Memphis during the past three or four weeks. Several firms here have resumed operations either in whole or in part and it is estimated that the output is something like thirty-five per cent of normal. The Gayoso Lumber Company is running day and night in New South Memphis. The Memphis Band Mill Company is also running again. One or two other firms in that part of Memphis have put their machinery in motion again. There has also been some increase in manufacturing operations in North Memphis, including the plant of Russe & Burgess, Inc., and the Green River Lumber Company. But even with this increase in output there is no gain in stocks. This is due to the fact that shipments have been on an increasing scale during the past few weeks and that any excess in production has been easily taken care of thereby.

Business in hardwood lumber at the moment is comparatively quiet. This is due to the close proximity of the holidays. The end of the year is near at hand and the taking of inventories has already begun among consuming and distributing interests. As a consequence a great deal of lumber which has been sold during the past few weeks has been ordered held up until after the first of the year. This condition nearly always obtains at this season and has occasioned no particular surprise this year. As a general rule there is a more optimistic feeling among producers of hardwood lumber. They believe there will be a decided increase in the volume of business after the new year and that prices will show an upward tendency. The known scarcity of southern hardwoods, together with the lack of anything approximating the usual supply of timber, is looked upon as a strong potential influence in bringing about better values. No boom is expected. Such a development would indeed occasion very great surprise if it materialized, but there is a strong disposition to look for a nearer return to normal conditions so far as the domestic situation is concerned. There is very little prospect for foreign business of consequence, especially with Europe, for the reason that freight room is not only very scarce but it is also commanding an abnormal premium over anything ever witnessed by hardwood interests here.

The position of the various items has shown no particular change. There has recently been more demand for plain oak than heretofore and prices on this are somewhat firmer. Plain oak declined more as a result of the unsettled conditions following the European war than quartered oak and it is much more disposed to recover than the latter. The lower grades of cottonwood and gum continue in good demand as the box manufacturers are still operating on full time. Prices are perhaps a shade firmer on this class of lumber but there has been no special advance recorded. More inquiry is reported for red gum and there has been some increase in sales of this lumber. Sap gum is also moving at a reasonably rapid rate. The demand for ash is fair, with offerings somewhat restricted. A very good call is noted for cypress and shipments of this lumber have been relatively large recently. The upper grades of cottonwood are in only moderate demand.

NASHVILLE

There have been no important features in the hardwood lumber market the past two weeks. The holiday quiet is now being experienced with light volume of trade. Shippers have had some orders all along, but they have been small, showing that buyers have been pursuing a hand-to-mouth policy. Local hardwood men favor maintaining prices, as they do not think business can be forced by cutting values. The demand has been for oak, ash, poplar, chestnut and other lines. Local building is very quiet, making retail trade small. Furniture, flooring and box factories have been slowing up for the holidays. Local firms look forward confidently to better business next year.

BRISTOL

The situation in this section is decidedly more encouraging within the past few weeks. The hardwood manufacturers and dealers are now confident that business will show marked improvement after the first of the year. This conviction is causing several large manufacturers

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to go ahead as rapidly as possible with the installation of new mills, confident that by the time they are ready to run, business will have improved sufficiently to justify their operation. A number of large mills in this section are running full time but the majority are still idle, having closed down until spring.

LOUISVILLE

Looking back over 1914, hardwood men must admit that conditions were never altogether favorable to the business, though, had not the war intervened, trade during the latter half of the year would have been excellent. Last year closed weak, and the uncertain condition of business continued over into 1914, with prices generally unsatisfactory and the demand below normal. By the middle of the year, however, an improvement began to be manifested, and it was thought that the fall would be sufficiently good to make up for the depression of the previous half year. However, the development of war in Europe in August put business down and out again, and it has been a hard struggle all along the line since then. Once more, however, conditions are improving, and sentiment is now more optimistic than it has been at any other time this year. Lumbermen feel that the worst is over, and that any developments from now on must necessarily be for the better. While buying during the past fortnight has been light, practically all the business handled has been of the rush variety, indicating that stocks are low; and as soon as trade generally opens up, there should be a great rush for lumber, with accompanying strengthening of prices.

ST. LOUIS

A general quietness prevails in the hardwood market and this condition is likely to prevail until after the first of the year. Buyers are not placing orders unless they are compelled to do so. The result is that the yards are devoting their time to invoicing the stocks. Every indication points to a general revival of trade soon after the first of the year and an advance in prices is looked for about that time. Most of the present demand is for plain and quartered oak of the higher grades. Walnut and poplar and ash are moving a trifle better than they did. Some inquiries for cottonwood and choice red gum are being received. Cypress is beginning to move a little better than it did and the future for this item looks good.

MILWAUKEE

Most business houses, lumber concerns and lumber consuming industries included, are now in the midst of their annual inventories, and trade is naturally a little quiet. Wholesale lumbermen are inclined to believe that after the inventory taking has been completed, most concerns will begin to realize that their lumber stocks are low and that it will be necessary to place larger orders if they expect to be in readiness for the spring business. It is confidently expected that the yard trade will show much improvement after the opening of the new year and that dealers will begin to place their orders for spring delivery.

One of the most hopeful signs is the fact that some wholesalers, even at this early date, are beginning to receive inquiries from the factory trade. This would indicate that stocks in most hands are low and that buyers, especially in the factory field, are inclined to forestall a possible advance in prices after the opening of the new year by placing their orders at prevailing quotations.

Building operations in Milwaukee are picking up slightly, although not much activity is expected until January. During the past week there were 42 permits issued for the erection of buildings to cost $108,880, as compared with 41 permits and a building investment of $71,540 a year ago. Building Inspector Harper admits that the total building record for the past year will show a big falling off, but he is confident that there will be plenty of activity next spring. He says that many large building projects have been carried over until spring, in the belief that general business will show more improvement by that time. Lumbermen are inclined to be as optimistic as the building inspector and they are confident that business will be all right soon.

This feeling of increased confidence in regard to conditions during the next few months is also finding expression among many of the large lumber manufacturing concerns of Wisconsin. Officials of several of the large companies have announced that they are more optimistic and that they will increase their logging output over the amount estimated a month or so ago. Really large orders received by some of the northern Wisconsin concerns of late have helped along this feeling of optimism.

DETROIT

A general feeling of optimism among the Detroit hardwood dealers is backed up to a fair extent by an increased business. Inquiries are fairly strong and in several quarters are reported to be materializing with a regularity that is encouraging.

Among the lines moving most are oak and beech. Maple has been in least demand since the slump became permanent in the hardwood market. Prices remain fairly near the low level found several months ago. It is a concensus of opinion among Detroit dealers, wholesalers principally, who are familiar with conditions in the other markets throughout the country, that Detroit has suffered to a less extent than many other centers.

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Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—A HIGH GRADE

Experienced lumber salesman, commanding good established trade, Indiana and Ohio especially, also western Pennsylvania, by large northern Wisconsin hardwood and pine manufacturer and wholesaler.

Address "BOX 120," care Hardwood Record.

EMPLOYMENT WANTED

WANTED—A CONNECTION

By Chicago salesman, familiar with consumers' wants as well as grades, quantities and qualities used in southern and northern hardwoods. References.

Address "BOX 117," care Hardwood Record.

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

LUMBER FOR SALE

MICHIGAN HARDWOODS

[illegible] M 4/4 No. 1 Com. & Bet. Hard Maple.
250 M 8/4 No. 1 Com. & Bet. Hard Maple.
[illegible] M 4/4 F. & S. Unsel. U. P. Birch.
[illegible] M 4/4 No. 1 Com. Unsel. U. P. Birch.
60 M 4/4 No. 2 Com. Unsel. U. P. Birch.
110 M 4/4 No. 3 Com. Unsel. U. P. Birch.
[illegible] M 8/4 F. & S. Unsel. U. P. Birch.
20 M 8/4 No. 1 Com. Unsel. U. P. Birch.
70 M 4/4 No. 2 Com. & Bet. Basswood.
[illegible] M [illegible] 12 Merchantable Tamarack.
[illegible] M [illegible] 14 Merchantable Tamarack.
[illegible] M [illegible] 12, 14 & 16's Mer. Tamarack.

Will make attractive prices to move above.
FRED R. WELSH & CO., Saginaw, W. S., Mich.

LUMBER WANTED

40 to 50,000 ft. Rock Elm 1½" rough, No. 1 Com. or No. 2 com. & better. Spot cash. Price f. o. b. Philadelphia, Pa.

Address "BOX 120," care Hardwood Record.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the Record. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

TIMBER WANTED

HARDWOOD TIMBER STUMPAGE

Wanted—from 10 to 20 million feet in Kentucky, Tennessee or West Virginia.

Address "BOX 128," care Hardwood Record.

TIMBER FOR SALE

REAL TIMBER BARGAIN.

50,000,000 ft. 70% N. C. pine, poplar, and cypress, all original growth. On Southern Railroad in South Carolina. Liberal terms and low price. J. P. MULHERIN (Owner), Augusta, Ga.

FOR SALE—LARGE TIMBER ON

160 acres Virginia Oak in southwestern Missouri. For particulars apply to M. O. MARTIN, 32 N. Prince St., Shippensburg, Pa.

TIMBER LANDS FOR SALE

FOR SALE—1,500 ACRES

Containing 20,000,000 feet fine Cypress timber on north shore of Lake Okeechobee, 1 mile from town of Okeechobee, Fla. Soil rich muck. 1½ lake front. Good harbor controlled by these lands. Good opening for energetic men. Other timber tributary to this. For plat and price apply to

FORSTER LUMBER CO., Milwaukee, Wis.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

LOGS FOR SALE

WANTED A MARKET FOR

15 cars Black Walnut Logs; logs on R. R., 60% clear and 50% over 16". Address

L. B. 115, Villa Grove, Ill.

WAGON STOCK FOR SALE

HICKORY RIM STRIPS FOR SALE

2,000 pieces 1⅛"x1¼"x7' long.

J. B. ELLIOTT, Durant, Miss.

DIMENSION STOCK WANTED

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO., New Philadelphia, Ohio.

DIMENSION STOCK WANTED

Plain and Quartered Oak for chair factories. ⅞"x3"x71" Elm or Cottonwood for crating. Write us for prices.

INDIANA QUARTERED OAK COMPANY, 7 East 42nd Street, New York

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.

Address "BOX 91," care Hardwood Record.

MACHINERY FOR SALE

FOR SALE.

1—No. 5 Battle Creek Drag Saw.
1—30" Double Surface Planer.
1—Buffalo Knife Grinder.
1—Deep Well Pump.
1—12x20 Fort Wayne engine.

THE VAIL COOPERAGE CO., Fort Wayne, Ind.

BUSINESS OPPORTUNITIES

EXCELLENT OPPORTUNITY

For planing mill man to purchase modern, up to-date planing mill at Reading, Pa., of B. F. Sheeder Estate. New brick buildings, thoroughly equipped with modern and new machinery. As now managed, limited financial backing required. Price $15,000.

Address "BOX 124," care HARDWOOD RECORD.

WHOLE OR ONE-HALF INTEREST

For sale in practically new small dimension mill, together with 4,000 acres Hickory, Oak, Ash and Gum timber. $8,500 cash required, balance long time.

TURNER-CUMMINGS HDWD. CO., Manning, Tex.

NEW YORK WHOLESALE HOUSE

Of highest standing would like to communicate with salesman of ability who cannot only command large trade among consumers, etc., but also control good mill connections. An interest in the business as well as salary will be given to the proper party. Address BOX 814, General Postoffice, New York, giving full particulars and references.

MISCELLANEOUS

LIST OF SAW MILLS

Also shingle and lath mills, creosoting plants, remilling plants, crosstie, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hardwood. capacity planers, steam and smoke kilns. $3.00 complete.

UNITED SAW MILLS CO., New Orleans, La.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you

LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered

Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
Nashville, Tenn.

CHICAGO

E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

FISHER BLDG. HAR. 1187

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Dog Hammers

MAKE BOX SHOOKS

Up to 24" Long, or

LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost

From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.

The Peter Gerlach Co., Cleveland, O.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented

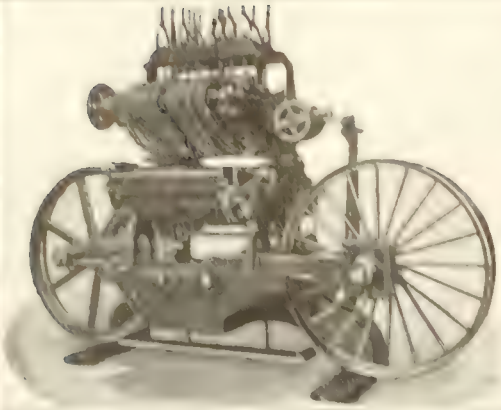
PRICE LIST

Aluminum Tally Covers, each	$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	1.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

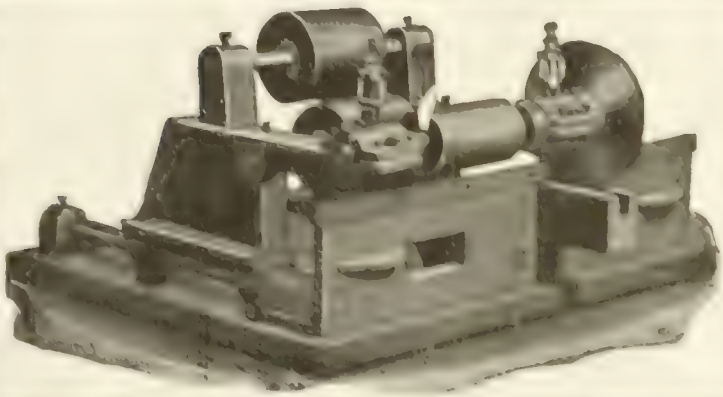


Divided Bed Horizontal Resaw

TWO INDEPENDENT ADJUSTABLE BEDS.
CUTS TWO THICKNESSES AT SAME TIME.
SLABS AND BOARDS RESAWN TOGETHER.
ENDLESS SLAT BEDS INSURES PERFECT SAWING.

Write for Specifications and Price

Diamond Iron Works, Minneapolis, Minn.



BUTTING SAW

for

Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.

CADILLAC, MICH.

Perkins Glue Fast Becoming the Standard For All Veneer Work

Manufacturers who use glue for veneer laying and built up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of at least 30 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without setting up in any way affecting its adhesive qualities.

Every shipment is absolutely uniform. The use of Perkins Glue does away with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

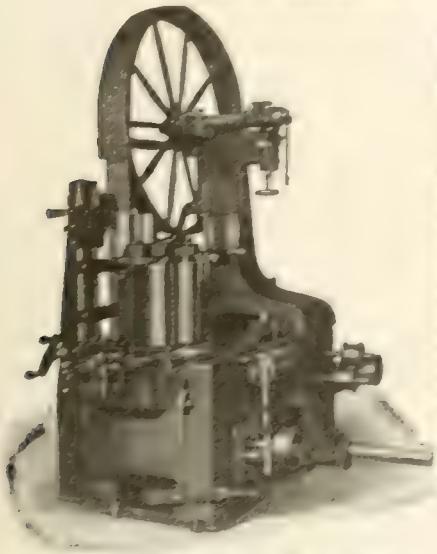
Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees — 805 J. M. S. Building, SOUTH BEND, IND.

99.99% PERFECT

A Specialty - Not a Side Line



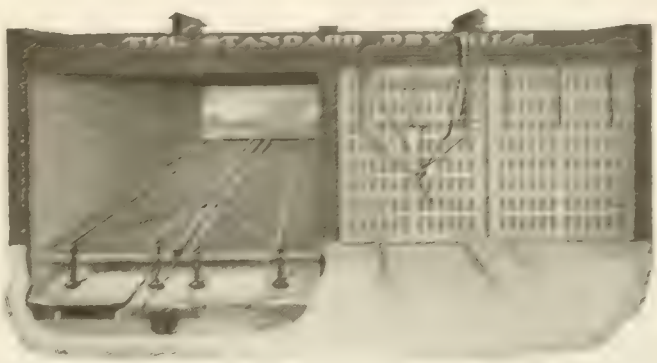
NEW Standard 54-inch Band Resaw

WM. B. MERSHON & CO.
SAGINAW MICHIGAN

Why Struggle Along

your product?

The Standard Drying System



Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.
EAU CLAIRE WISCONSIN

LIDGERWOOD

LOGS AT MILL AT LOWEST COST

SKIDDERS

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES. WISCONSIN

THE STANDARD VENEER CO.

Manufacturers
Rotary Cut Birch Veneers
HOULTON, ME.
MILL AND STORE AT STOCKHOLM, ME.

SEDRO VENEER COMPANY

Manufacturers ROTARY CUT of COTTONWOOD & DOUGLAS FIR VENEERS AND PANELS
SEDRO-WOOLLEY, WASHINGTON

OUR
BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

Sliced Quartered Oak

Cut to Dimension, Jointed and Taped, Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

Where We Make

Rotary Cut VENEER

AND

Three and Five Ply PANELS

OF THE BEST WISCONSIN

Birch Gray Elm Basswood Red Oak

ALSO

Quartered Oak and Mahogany Panels of every grade

This is the stock that satisfies the manufacturer of furniture, interior finish and doors because it is cut under right conditions, perfectly seasoned and carefully handled all the way from stump to car

A Trial Order Will Convince You

THE UNDERWOOD VENEER COMPANY THOMAS STREET WAUSAU, WIS.

B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

VENEERS

Cut right; dried right; prices right

HUMBOLDT, - TENNESSEE

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee Wisconsin

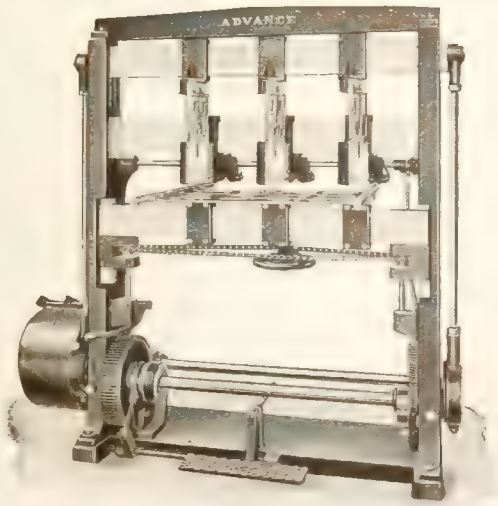
Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

Wire Stitching Machinery



FOR

Crates, Veneer and Resawed Lumber Boxes, Also Wire and Metal Bound Boxes,

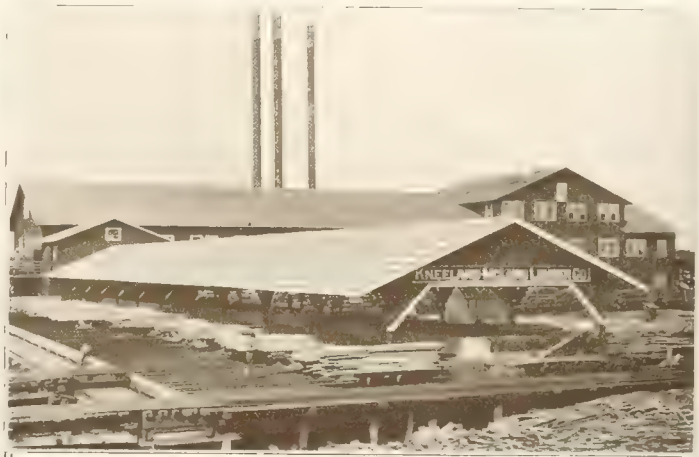
FRUIT PACKAGES, BASKETS,
FIBER SHIPPING CASES, PAPER
BOXES AND SPECIAL PURPOSES

ASK FOR CATALOGUE

Manufactured by

SARANAC MACHINE COMPANY

BENTON HARBOR, MICH., U. S. A.



Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods PHILLIPS, WIS.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

BIRCH

4-4 and thicker, No. 1 Common and Better
also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

"Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 6" and wider Common and Better 4/4 Maple.
100 M ft. 6" and wider Common [illegible] 4/4 Maple.
100 M ft. 8/4 No. 2 Common and Better Maple.
[illegible] M ft. 8/4 No. 2 Red Elm.
100 M ft. 8/4 No. 2 Common and [illegible]
100 M ft. 6/4 No. 2 Common and Better Rock Elm.
[illegible]
100 M ft. 6/4 No. 2 Common and Better Birch.
100 M ft. 5/4 No. 2 Common and Better Birch.
100 M ft. 4/4 No. 2 Common and Better Birch.
[illegible] M ft. 10/4 No. 1 Common and Better Soft Elm.
[illegible] M ft. 10/4 No. 2 Common and Better Birch.
15 M ft. 12/4 No. 2 Common and Better Birch.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

We want to move the following:

[illegible]
Basswood.
[illegible] Elm.
[illegible]
1 car [illegible] Common Hard Maple.
[illegible] Better Beech.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

[illegible]

FULL THICKNESS BAND SAWN QUICK SHIPMENT

S. L. EASTMAN FLOORING CO.

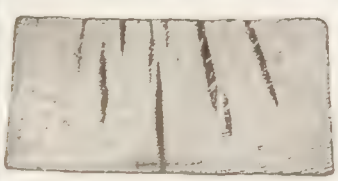
SAGINAW-BRAND

MAPLE FLOORING

SACINAW, MICH.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published



Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

BUFFALO

The Foremost Hardwood Market of the East

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
Gray Elm, Brown Ash
Pacific Coast Fir and Spruce
2 ARTHUR STREET

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
Oak, Ash and Poplar
932 ELK STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers

Gum
Oak
Cypress

General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

J. V. Stimson Mills

J. V. STIMSON - - - - Huntingburg, Ind.
J. V. STIMSON HARDWOOD CO., Memphis, Tenn.
STIMSON VENEER & LUMBER CO. Memphis, Tenn.

Entire Line of WELL MANUFACTURED

Hardwood Lumber

From 3/8" thick up, in Dry Stock, including

OAK and RED GUM

PLAIN AND QUARTER SAWN

Walnut, Poplar, Hickory, Ash Elm and Maple

and

ROTARY VENEERS

In Any Dimension Desired

ABC AND WESTERN UNION CODES

ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

¶ It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

150,000 ft. 4/4 Firsts and Seconds	WHITE OAK
220,000 ft. 4/4 No. 1 Common	WHITE OAK
160,000 ft. 4/4 No. 2 Common	WHITE OAK
45,000 ft. 5/4 Firsts and Seconds	WHITE OAK
85,000 ft. 4/4 Firsts and Seconds	RED OAK
150,000 ft. 4/4 No. 1 Common	RED OAK
100,000 ft. 4/4 No. 2 Common	RED OAK
100,000 ft. 4/4 Sound No. 3	OAK

We also have a circular mill, from which we are offering the following stock:

75,000 ft. 4/4 No. 1 Common Red Oak
125,000 ft. 4/4 No. 2 Common Red Oak
25,000 ft. 4/4 No. 1 Common White Oak
70,000 ft. 4/4 No. 2 Common White Oak

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure. The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

Hardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, JANUARY 10, 1915

Subscription $2.
Single Copies, 10 Cents.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

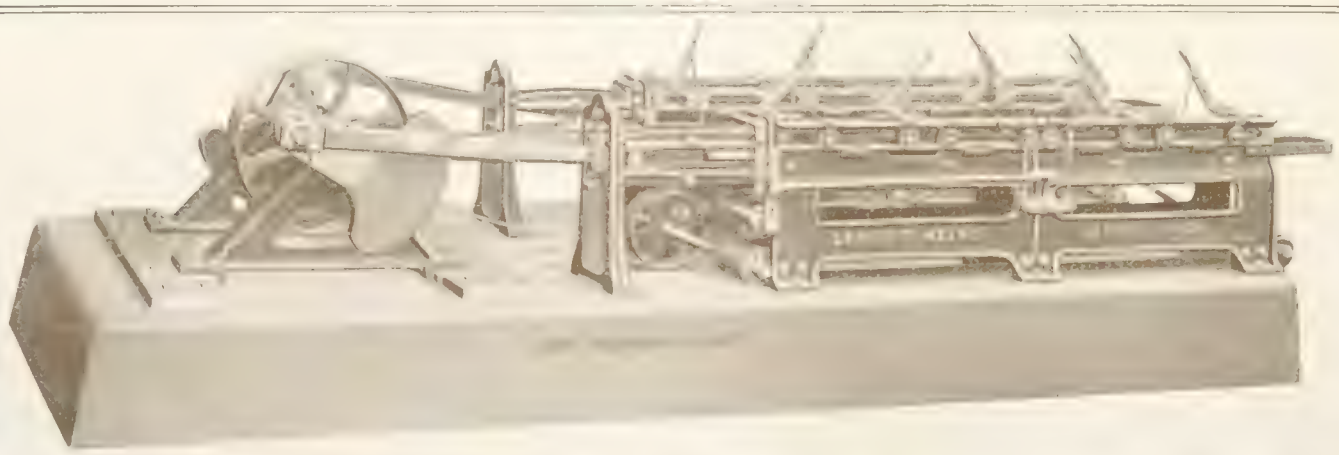
1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*



One Man on the Kline Horizontal Beats Two Men on 10 to 12 Uprights

Write for our book that backs the above assertion with mechanical facts, and letters from users.

LUMBER MANUFACTURERS:
Utilize your waste material
WOODWORKERS AND MATTRESS MAKERS:
Make your own excelsior

Let the Kline Booklet tell you how

Kline's Eight Block Excelsior Machines

ALPENA INDUSTRIAL WORKS, ALPENA, MICH.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS, OUR OWN MANUFACTURE

Sales Department

COBBS & MITCHELL, Inc.

CADILLAC, MICH. JANUARY 4, 1915.

DRY STOCK LIST

4/4 Basswood 1s & 2s	100 M
4/4 Basswood, No. 1 Common	200 M
4/4 Basswood, No. 2 Common	500 M
4/4 Basswood, No. 2 Common & Better	100 M
4/4 Basswood, No. 3 Common	200 M
4/4 Red Curly Birch, 1s & 2s	½ M
4/4 Cadillac Gray Elm, 1s & 2s	40 M
1x13 & up Cadillac Gray Elm, 1s & 2s	8 M
4/4 Cadillac Gray Elm, No. 1 Common	100 M
4/4 Cadillac Gray Elm, No. 2 Common	200 M
6/4 Cadillac Gray Elm, 1s & 2s	95 M
6/4 Cadillac Gray Elm, No. 1 & 2 Com.	33 M
8/4 Cadillac Gray Elm, 1s & 2s	43 M
8/4 Cadillac Gray Elm, No. 1 & 2 Com.	15 M
8/4 Rock Elm, No. 2 Common & Better	25 M
8/4 Rock Elm, No. 3 Common	23 M
4/4 White Maple, End Dried (Clear)	9 M
4/4 Bird-eye Maple, End Dried	2 M
5/4 Maple Step, 1s & 2s	18 M
4/4 Maple, No. 3 Common	68 M
4/4 Elm & Basswood, No. 4 Common	M
4/4 Red Oak, No. 1 & 2 Common	110 M
4/4 Red Oak, No. 3 Common	27 M

"It is not what lumber costs you so much as what you can get out of it, that decides its value for your work."

MITCHELL BROTHERS CO.

DRY STOCK LIST

MICHIGAN HARDWOODS

CADILLAC, MICH. DECEMBER 2, 1914.

4/4 Ash, No. 2 Common & Better	16 M
4/4 Basswood 1s & 2s	44 M
1x6 Basswood, 1s & 2s	31 M
4/4 Basswood, No. 1 Common	67 M
4/4 Basswood, No. 2 Common	65 M
1x6 Basswood, No. 2 Common	14 M
4/4 Basswood, No. 3 Common	67 M
4/4 Birch, 1s & 2s Red (Part Dry)	18 M
4/4 Birch, No. 3 Common	87 M
4/4 to 8/4 Cherry, No. 2 Common & Better	17 M
4/4 Cadillac Gray Elm, 1s & 2s	100 M
4/4 Cadillac Gray Elm, No. 1 Common	100 M
4/4 Cadillac Gray Elm, No. 2 Common	92 M
4/4 Cadillac Gray Elm, No. 3 Common	100 M
5/4 Cadillac Gray Elm, 1s & 2s	23 M
12/4 Cadillac Gray Elm, 1s & 2s	5 M
8/4 Cadillac Gray Elm, No. 1 & 2 Common	25 M
4/4 Soft Maple, No. 3 Common	42 M
4/4 White Maple, End Dried (Clear)	10 M
4/4 Birdseye Maple, 1s & 2s, End Dried	2 M
5/4 Maple Steps 1s & 2s	20 M
4/4 Basswood & Elm, No. 4	43 M
4/4 Maple & Beech, No. 3 Common	500 M
4/4 Tamarack, Merch. & Better	7 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not blended to meet price competition — send us your inquiries

WE SELL ONLY MITCHELLS-MAKE

Service "STEARNS QUALITY LUDINGTON" First

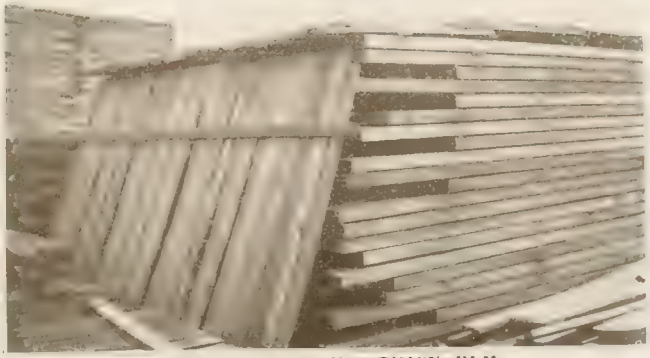
HARDWOOD SPECIALISTS

The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

Soft Gray Elm

Noted especially for soft texture, straight grain, bending and resisting qualities.



METHOD OF PILING THICK ELM

OUR LIST OF

Dry Stock

	Av. Width
45 M 4 4 FAS	9"
49 M 6 4 FAS	9½"
76 M 8 4 FAS	10"
28 M 10 4 FAS	10½"
64 M 12 4 FAS	11"
52 M 16 4 FAS	11½"
90 M 4 4 No. 1 Com	8"
18 M 6 4 No. 1 Com	8"
38 M 8 4 No. 1 Com	9"
12 M 10 4 No. 1 Com	9½"
29 M 12 4 No. 1 Com	10"
24 M 16 4 No. 1 Com	11"
70 M 4/4 No. 2 Com	7"
65 M 4 4 No. 3 Com	7"

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

"You Can Get It in Louisville"

The "For Sale" Sign is on This Lumber

If you are in the market for hardwoods of any description, scrutinize these stocklists carefully. You will probably be able to find what you want, and you can get it at a price that will be thoroughly satisfactory to you and your customer. The houses whose lumber is listed are leading concerns in the Louisville market, and when you buy from them you get satisfaction.

NORTH VERNON LUMBER COMPANY

We have on hand good stocks of the following bone dry lumber:

Quartered white oak, 5-8, 4-4, 5-4 and 6-4 No. 2 and common.
Plain white oak, 5-8 and 4-4, 1s and 2s and common.
Plain red oak, 5-8, 3-4, 4-4 and 5-4, 1s and 2s and common.
Ash, 5-8, 4-4, 5-4, 6-4 and 10-4, 1s and 2s and common.
Poplar, 5-8 and 4-4, 1s and 2s and common.
Cottonwood, 4-4, 1s and 2s and common. No. 1 and No. 3 common.

CHURCHILL-MILTON LUMBER COMPANY

Has the following at its Louisiana mills:

250,000 feet 4-4 and 8-4 Louisiana red cypress
150,000 feet 4-4 sap gum.
200,000 feet 4-4 1s and 2s tupelo.
100,000 feet 4-4 tupelo boxboards, 13 in. to 17 in. wide.
350,000 feet 4-4 No. 2 common and better plain red oak.
75,000 feet 3-4 No. 1 common and better plain red oak.
150,000 feet 1 in. to 3 in. No. 1 common and better white ash.

The following stock is at the Louisville yards:

300,000 feet 4-4 to 8-4 No. 1 common and better poplar.
200,000 feet 6-4 to 8-4 log run hickory.
150,000 feet 4-4 to 4 in. common and better red maple.
400,000 feet 4-4 to 8-4 plain red and white oak.
300,000 feet 4-4 to 8-4 quartered white oak.

EDWARD L. DAVIS LUMBER COMPANY

100,000 feet 4-4 1s and 2s quartered white oak.
100,000 feet 4-4 No. 2 common quartered white oak.
100,000 feet 4-4 1s and 2s plain red oak.
100,000 feet 4-4 No. 2 common plain red oak.
50,000 feet 8-4 No. 1 common hickory.
50,000 feet 8-4 No. 2 common hickory.
50,000 feet 8-4 No. 1 common ash.

NORMAN LUMBER COMPANY

(Mills at Holly Ridge, La.)

175,000 feet 12-4 log run elm.
110,000 feet 8-4 log run hickory.
60,000 feet 6-4 log run hickory.
66,000 feet 4-4 1s and 2s red gum.
15,000 feet 5-4 1s and 2s red gum.
100,000 feet 4-4 No. 1 common red gum.
100,000 feet 4-4 1s and 2s sap gum.
100,000 feet 5-4 1s and 2s sap gum.
350,000 feet 4-4 No. 1 common sap gum.
500,000 feet 4-4 No. 1 common plain red oak.
130,000 feet 5-4 No. 1 common plain red oak.
40,000 feet 6-4 No. 1 common plain red oak.
10,000 feet 7-4 No. 1 common plain red oak.

BOOKER-CECIL LUMBER COMPANY

4-4 to 8-4 No. 2 common and better plain oak
20,000 feet 5-4 No. 2 common and better plain oak.
30,000 6-4 No. 2 common and better plain oak.
75,000 feet 8-4 No. 2 common and better plain oak.
15,000 feet 4-4 1s and 2s quartered white oak.
50,000 feet 4-4 No. 1 common quartered white oak.
25,000 feet 5, 6 and 8-4 common and better quartered white oak.
200,000 feet 1-in. to 4-in. common and better poplar.
80,000 1-in. to 6-in. common and better ash.
25,000 feet 4-4 No. 1 common chestnut.
10,000 feet 8-4 No. 1 common and better maple

W. P. BROWN & SONS LUMBER COMPANY

Offers all grades of the following:

4-4 to 8-4 plain red gum and quartered red gum
5-8 to 8-4 sap gum.
5-8 to 16-4 plain red or white oak.
5-8 to 8-4 quartered or white oak.
5-8 to 16-4 poplar.
4-4 to 16-4 ash.
4-4 to 8-4 chestnut.
Alabama short leaf yellow pine—all grades and thicknesses.
Cars 50 to 60 M mixed cars

THE LOUISVILLE VENEER MILLS

35,000 feet 4-4 quartered white oak.
51,000 feet 5-8 quartered white oak.
23,000 feet 4-4 quartered white oak strips.
56,000 feet 4-4 poplar.
10,000 feet 6-4 and 8-4 poplar.
15,000 feet 5-8 poplar.
58,000 feet 4-4 sap gum.
5,000 feet 5-8 sap gum.
27,000 feet 4-4 red gum.
6,000 feet 5-4 and 6-4 red gum.
25,000 feet 4-4 quartered red gum.
20,000 feet 4-4 American walnut.
13,000 feet 8-4 plain white oak.
128,000 feet 4-4 plain white oak.
200,000 feet 4-4 chestnut.

STEMMELEN BROS. & FULLENLOVE COMPANY

1 car 4-4 1s and 2s quartered white oak.
2 cars 4-4 No. 1 common quartered white oak.
1 car 6-4 1s and 2s quartered white oak.
1 car 6-4 No. 1 common quartered white oak.
2 cars 4-4 No. 1 common quartered red oak.
1 car 4-in. common and better ash.
1 car 10-4 common and better ash.
1 car 2-in. common and better ash.
2 cars 4-4 1s and 2s ash.
1 car 5-4 1s and 2s poplar, 12-in. and up wide.
2 cars 5-4 No. 1 common poplar.
1 car 3-in. 1s and 2s maple.
2 cars 6-4 common and better cypress.
10 cars 4-4 No. 1 common plain oak.
2 cars 4-4 plain oak tie sidings.

"You Can Get It in Louisville"

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY,
CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST

MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

CIRCASSIAN AMERICAN WALNUT

R. S. BACON VENEER CO.
Veneer Mill and Warehouse
213 N. Ann St. : : : CHICAGO

MAHOGANY

OAK LUMBER

On account of the war between Kaiser William, Duncan Chisholm and Cousin George, who have always taken this fine quality oak lumber, we can offer for a short time the best quality oak lumber, F. O. B. your place, at bargain prices—especially a large quantity of—

4/4" 1sts & 2nds Plain White Oak
4/4" No. 1 Common Plain White Oak
4/4" No. 2 Common Plain White Oak
4/4" 1sts & 2nds Plain Red Oak
4/4" No. 1 Common Plain Red Oak
4/4" No. 2 Common Plain Red Oak
4/4" No. 1 Common Quartered White Oak

GET OUR QUOTATIONS BEFORE PURCHASING

JOHN C. SPRY

1003 HARRIS TRUST BUILDING CHICAGO, ILLINOIS

WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

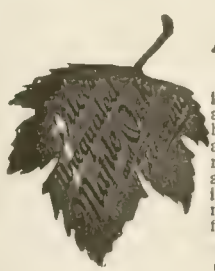
J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

Clarence Boyle, Inc., 312 Portland Block Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R and W. O Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
25,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

OAK FLOORING

60,000' ⅜"x1½" Clear Plain White
150,000' ⅜"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' ⅜"x1½" Clear Plain Red
200,000' ⅜"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

American Black Walnut
The Popular Favorite

¶ The contention of those who knew, that once the public were given a chance to express its approval, American Black Walnut would promptly return to popular favor, is being borne out by the event. Walnut is taking—has already taken! At the January furniture shows there will be sixty-six exhibits containing numbers made of this wonderful wood. Factory men who have not arranged to use it are overlooking the "one best bet" for 1915. Don't be the last to climb into the bandwagon!

¶ See lists of stock ready to ship—today:

Frank Purcell

Kansas City, Missouri

PRIME WALNUT LOGS FOR EXPORT
FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

Sanders & Egbert Company

Goshen, Indiana

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
1/2"	30,000′	1/2"	18,000′
5/8"	30,000′	5/8"	17,000′
3/4"	50,000′	4/4"	22,000′
4/4"	25,000′	5/4"	11,500′
5/4"	6,350′	6/4"	2,700′
6/4"	6,000′	8/4"	14,300′
8/4"	8,300′		
4/4" Clear Face			14,200′

NO. 2 COMMON

1/2"	4,500′	7/8"	200′
5/8"	2,500′	5/4"	4,100′
3/4"	22,600′	6/4"	900′
4/4" Shorts			10,000′

Pickrel Walnut Company

St. Louis, Missouri

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/4"	18,000′	3/4"	22,000′
4/4"	87,000′	4/4"	72,000′
5/4"	10,000′	5/4"	19,000′
6/4"	17,000′	6/4"	12,000′
8/4"	9,000′	8/4"	9,000′
10/4"	800′	10/4"	3,500′
12/4"	500′	12/4"	2,000′

Any Quantity, Any Thickness of No. 2 Common Walnut
Rohanized Dry Lumber Always in Stock

VENEERS

Any Quantity, both in Long Wood and Butts

Penrod Walnut & Veneer Co.

Kansas City, Missouri

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	40,000′	5/8"	40,000′
3/4"	49,000′	3/4"	50,000′
4/4"	73,000′	4/4"	300,000′
5/4"	12,000′	5/4"	30,000′
6/4"	9,000′	6/4"	14,000′
8/4"	11,000′	8/4"	3,000′
10/4"	1,800′	10/4"	3,000′

KRAETZER CURED LUMBER
In Stock, Ready for Shipment
THREE MILLION FEET
of Figured Walnut Butt Veneer
and
TWO MILLION FEET
of Figured Walnut Long Veneer
We Furnish Plain Walnut—Any Thickness—Cut to Size

H. A. McCowen & Company

Louisville, Ky.

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	110,000′	4/4"	420,000′
3/4"	135,000′	5/4"	110,000′
4/4"	292,000′	6/4"	89,000′
5/4"	82,000′	8/4"	62,000′
6/4"	46,000′	9/4"	4,000′
8/4"	41,000′	10/4"	3,000′
9/4"	7,000′	12/4"	3,000′
10/4"	3,500′	16/4"	1,200′
12/4"	7,000′		
16/4"	3,200′		

All Thicknesses in No. 2 Common

Theodor Francke Erben, G. m. b. H.

Cincinnati, Ohio

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/8"	24,000′	3/8"	37,000′
1/2"	136,000′	1/2"	87,000′
5/8"	173,000′	5/8"	51,000′
3/4"	92,000′	3/4"	82,000′
4/4"	66,000′	4/4"	110,000′
5/4"	15,000′	5/4"	25,000′
6/4"	19,000′	6/4"	40,000′
8/4"	28,000′	8/4"	80,000′
10/4"	2,000′	10-12/4"	4,000′
12/4"	3,000′		
16/4"	1,300′		

NO. 2 COMMON

3/4"	23,000′
4/4"	40,000′
5/4"	35,000′
10/4" and up	5,000′

Geo. W. Hartzell

Piqua, Ohio

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	11,500′	5/8"	15,000′
3/4"	19,000′	3/4"	15,000′
4/4"	23,000′	4/4"	100,000′
5/4"	17,000′	5/4"	35,000′
6/4"	14,000′	6/4"	40,000′
8/4"	39,000′	8/4"	30,000′
9/4"	12,500′	10/4"	11,000′
10/4"	23,000′	12/4"	4,000′
16/4"	10,000′	16/4"	2,000′
4/4" Clear Faces, 6" and up wide			30,000′
No. 2 Common, 4/4 to 16/4"			40,000′

VENEERS

Good Assortment of Figured Butts, Long Figured Wood and Plain Wood Ready for Immediate Shipment

East St. Louis Walnut Co.

East St. Louis, Illinois

WALNUT

1ST AND 2NDS		NO. 1 COMON	
3/8"	50,000′	3/8"	50,000′
1/2"	100,000′	1/2"	25,000′
5/8"	160,000′	5/8"	90,000′
3/4"	115,000′	3/4"	150,000′
4/4"	115,000′	4/4"	160,000′
5/4"	40,000′	5/4"	45,000′
6/4"	14,000′	6/4"	27,000′
12/4"	12,000′	8/4"	15,000′
16/4"	4,000′	10/4"	3,000′
		12/4"	9,000′
		16/4"	1,000′

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WE PRODUCE OUR OWN STOCKS

Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

A Few Items We Want to Move:

10 Cars 4/4"x 6" to 12" 1st & 2nds Cottonwood.
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6 Cars 4/4"x18" to 22" 1st & 2nds Cottonwood.
10 Cars 4/4"x13" to 17" Cottonwood Box Boards.
5 Cars 4/4"x 9" to 12" Cottonwood Box Boards.
5 Cars 5/4"x 6" to 12" 1st & 2nds Cottonwood.
3 Cars 6/4"x 6" & wider 1st & 2nds Cottonwood.
3 Cars 8/4"x 6" & wider 1st & 2nds Cottonwood.
2 Cars 3/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 1/2"x 6" & wider 1st & 2nds Plain White Oak.
3 Cars 5/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 3/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 5/4" Log Run Soft Maple.
5 Cars 12/4" Log Run Soft Maple.
2 Cars 3/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 1/2"x 6" & wider 1st & 2nds Red Gum.
3 Cars 5/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 3/4"x 6" & wider 1st & 2nds Red Gum.
7 Cars 4/4"x 6" & wider 1st & 2nds Red Gum.
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 6/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 3/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 5/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 3/8"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 4/4"x13" & wider No. 1 Com. Sap Gum
5 Cars 5/4" Log Run Plain Sycamore.
6 Cars 3/4" 1st & 2nds Plain Red Oak.
8 Cars 4/4" 1st & 2nds Plain Red Oak.
2 Cars 5/8" 1st & 2nds Plain Red Oak.
7 Cars 4/4" 1st & 2nds Plain Red Oak.

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5 cars 4/4 No. 2 Com. Pln. Red
5 cars 4/4 No. 3 Com. Pln. Red

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5 cars 4/4 No. 2 Com. Sap

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2 cars 8/4″ 1s and 2s.	3 cars 8/4″ 1s and 2s.
	1 car 10/4″ 1s and 2s.
3 cars 4/4″ No. 1 Com.	3 cars 4/4″ No. 1 Com.
1 car 5/4″ No. 1 Com.	2 cars 5/4″ No. 1 Com.
1 car 6/4″ No. 1 Com.	2 cars 6/4″ No. 1 Com.
2 cars 8/4″ No. 1 Com.	3 cars 8/4″ No. 1 Com.
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Resolved, that we will only use OAK that is soft in texture and Even, White in color as manufactured

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THEIR OWN ORGANIZATION

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40M ft. 5/4 1st & 2nd Maple
100M ft. 4/4 No. 3 Common Maple
500M ft. 5/4 No. 3 Common Maple
20M ft. 6/4 No. 3 Common Maple
100,000 ft. 4/4 No. 1 & No. 2 Common Birch.
75,000 ft. 4/4 No. 3 Common Birch.
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
500,000 ft. 5/4 No. 3 Common Beech.
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
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12/4 1s & 2s, 8" and up.....203,800 ft.
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6/4 1s & 2s, 8" and up.....286,000 ft.
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4/4 Bird's Eye.....480 ft.
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4/4 No. 1 Com.....52,000 ft.
4/4 No. 2 C. & B.....180,200 ft.
4/4 No. 2 Com.....28,000 ft.
4/4 No. 3 Com.....93,500 ft.

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5/4 No. 3 Com.....31,000 ft.
4/4 No. 1 C. & B.....53,000 ft.
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4/4 No. 2 C. & B.....446,000 ft.
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4/4 Full cut.....26,000 ft.

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4/4 Full cut.....6,000 ft.

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A real Cork Pine Substitute for Planing Mill and Pattern Work
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Also Yellow Pine and Hardwoods
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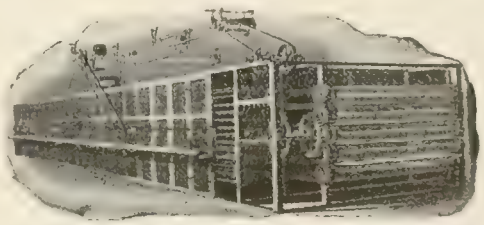

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¶ We own our own stumpage and operate our own mills.
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Baltimore, Maryland

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ESTABLISHED 1867 INCORPORATED 1904

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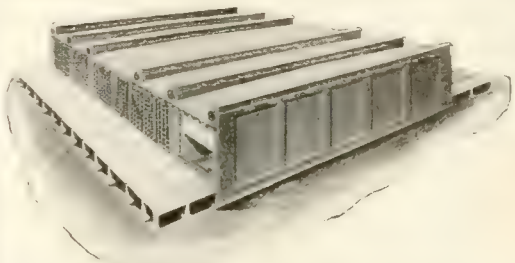

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Faust Bros. Lumber Co.
PADUCAH KENTUCKY

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HARDWOOD RECORD **CHICAGO**

Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XXXIX CHICAGO, JANUARY 10, 1915 No. 6

Review and Outlook

General Market Conditions

THERE IS NOTED ELSEWHERE in this issue the opening of the mills of two of the largest hardwood manufacturing institutions in the United States. The policy was adopted after mature consideration by the directorates of the respective institutions in regular meetings, and it is significant that in each case the men who are responsible for shaping the policies of these firms are men who are closely in touch with the varied mesh of business and whose views are not narrowed to perception of problems facing the lumber business alone. Hence this note of optimism has an even deeper meaning than if the companies in question were one-man institutions.

HARDWOOD RECORD has contended for many issues that the thing most vitally lacking in business is sufficient confidence. By far the most valuable effect to the remainder of the trade from the opening of these two plants, involving many million feet of production, will be the general tendency to increased confidence with other institutions. It can be supposed, with utter confidence in the correctness of the belief, that these two firms have made their decisions only because they feel that conditions warrant. It can be supposed with equal belief in the correctness of the supposition that the men behind these firms are in a position to so judge conditions as to make their opinions fully authoritative.

At present there is a season of inactivity as far as the furniture factory trade is concerned, due to the recent opening of the furniture exhibits in different parts of the country. Even under the best of conditions it is not possible to sell furniture men any quantities of raw material until they see the probable trend of demand for their own goods. It will not then be possible to secure orders of any magnitude for hardwood lumber, veneers or panels for this class of trade until the probable condition of furniture sales is fairly established by the attendance at the shows and the activity of orders.

It is frankly admitted by some of the leading manufacturers in the furniture trade, however, that they feel altogether optimistic regarding the outcome of the sales, and further, that with fair business resulting, they will be in a position to purchase their entire stocks of lumber. Until that point is established, however, one way or another, it is practically useless to look to this class of trade for very much in the line of hardwood orders, and the reasonableness of this condition should be fully appreciated.

As indicated by statistics of commercial and industrial development of late, the money situation is easing considerably. However, the banks have not yet done their part to put the country on its feet and in many cases are being severely criticised for their continued high rates of interest and for their unreceptive mood as far as backing is concerned. The interest rates are of course considerably more favorable than they were for several months, but even at that it is hardly a pleasing comparison to note the rates prevalent in this country, which presumably is enjoying fair business, and the rates in effect in England where money can be had at as low as five and a half per cent, and for year periods at that.

Considerable disappointment has been expressed in many quarters at the lack of active buying on the part of the railroads of the country immediately following their successful fight for increased rates in the eastern territories. This disappointment has hardly been justified as there has hardly been sufficient time for a fair alignment of purchases, as it hardly seems possible that the railroads should have gone to the expense of shaping up policies for increased expenditure before they knew they would have increased revenue to take care of such added outlays. It seems that it would really take considerable time to spend $25,000,000 to $30,000,000 intelligently, and getting right down to it that is exactly what the railroads are up against.

The average commercial house in any of our big cities counts probably more on printer's ink than upon any other means of getting in touch with its customers. Whether it has men on the road or not it considers the publication of catalogues and other sales literature an absolute essential to business advancement. During the past few months the stagnation of business has been more clearly and conclusively demonstrated by extremely slack times with the printers than in any other way. Several of the largest printing institutions of Chi ago had closed up their plants entirely on certain days of the week on account of the absolute paucity of orders for this class of literature. There comes encouraging word from this source during the past few weeks to show beyond a doubt that this condition is rapidly being remedied, and that the general tone of increasing confidence, which appears to be spread over the entire country, has made itself felt in a concrete and result-getting way. Printers are now doing a great deal more work than they did during the excessively dull period, and it is impossible to put any other construction on this condition than to suppose that it indicates a return of confidence and increased business.

We have a hopeful sign in reports of building for 1914. Statistics show that there was a loss of only about fifteen per cent in the country as a whole. The average individual probably believed that the falling off in building operations was much more serious than this, and there should be considerable hope in this condition as well as in the fact that building of all kinds is assuming a much more active attitude than it has for several months past.

In the lumber trade, specifically, the tone of inquiries has been much better. They have not been so flagrantly mere feelers of

the condition of the market, but in general have seemingly been of a more genuine character. The evident desire on the part of consuming parties to either contract ahead for the entire year's requirements or to order for long-time shipments continues to be received without enthusiasm by the lumbermen. In fact, there are few institutions which have actually consummated such deals, which is to the everlasting credit of the lumbermen themselves.

It has been frankly admitted by the most pronounced optimists that no marked change will be felt until 1915 is fairly well under way. The fact that a new figure has been placed at the end of the date line without an accompanying radical increase in business should not be taken as a discouraging indication. On the other hand, the fact that 1915 is opening with an undeniable strengthening of confidence all over the country should mean a lot. Evidently we are facing the new year with the determination that everyone will do his part to exert that moral influence which alone is necessary to put the country back on its feet in a business way.

The Cover Picture

THE PORT ORFORD CEDAR is peculiar in a number of ways; but in no way is it more peculiar than in its habit of growth. It occupies a small tract on the Pacific coast, at Coos Bay, Oregon, and there it has held its ground since time immemorial, apparently unable to gain another acre. That is remarkable, because it is a tree of extreme vigor within the circumscribed area where it is found. It holds that ground so firmly that only fire and the lumberman's axe can make any impression upon its dense stands. So closely together do the trees stand that on a tract of approximately four hundred square miles, 4,000,000,000 feet of timber are growing. That is nearly twice as much as the estimated stand of white and Norway pine in the whole state of Michigan at present; and that vast quantity is crowded upon an area equivalent to a tract only twenty miles square.

The tree's ability to grow in dense stands is only one of its peculiarities. Still more remarkable is its inability to spread into new territory. It bears an abundance of seeds which are equipped for flight. They make good journeys before the wind; but when they fall outside of the boundaries of the cedar's well-established range, they have little power to maintain themselves. Consequently, the Port Orford cedar has never been able to spread far, except as solitary specimens. A few such have reached the northern slopes of Mount Shasta, a considerable distance inland, and high above sea level.

The cover picture illustrating this issue of HARDWOOD RECORD shows a pair of open-grown cedars of this species. They escaped when the great fire of 1854 destroyed practically all the timber on a large area, and have not grown much taller since that time, but have increased in diameter. They have not the form of the forest grown Port Orford cedar which is very tall, with long, smooth trunk. Such trees stand close together where they have not been molested. Instances are on record where from a single acre one hundred thousand feet of logs have been cut. The largest trees are six or seven feet in diameter and from one hundred and fifty to two hundred feet high.

The wood is very durable and has been one of the best ship timbers on the Pacific coast. Vessels built chiefly of it have given forty years of service on the high seas. Sir Thomas Lipton built some of his racing yachts of this cedar.

Few forest trees under cultivation have run to varieties more than Port Orford cedar. Sixty-eight varieties are listed by nurserymen. Freshly cut wood emits a dangerous odor, and some men cannot handle the lumber or work in the mill that cuts it for a period longer than three or four days at a time.

The Building Situation

THE SIGNS OF THE TIMES are closely scanned for indications that the building business is reviving. Hope of such a revival in the near future may help, but it is not sufficient to accomplish the end desired. There must be a tangible basis for the hope before it will be accepted as proof of the coming of a better era in business. Experienced men who have been looking carefully over the field believe there is sufficient ground for predicting an improvement in the building business early in the present year. Some of these reasons have been set forth in published interviews and may be summarized as follows:

Architects have means of seeing an approach of activity in building before the ordinary observer can discover it; and the belief is general among architects that a revival of building operations is at hand. These gentlemen are called upon, in their professional capacity, to draw preliminary plans and make estimates before knowledge of the proposed operations comes to the general public. In other words, they are in a position to catch sight of the first straws which tell the change in the direction of the business wind. It is declared that the current has now changed toward greater building activity. This is one of the grounds on which the hope of improvement is based.

Building has been slow or at a standstill for some time. That is an abnormal situation. The natural course is for some building to be in progress all the time. If, from any cause, it slacks up temporarily, it must move with greater speed, after it again gets under way, in order to make up lost time. For some months the building activities have been slack. There has been little lessening in the need for new buildings; but there has been a postponing until a more favorable time. The accumulated demand must be met, and when the resumption of work once finds itself under way it will quickly gain momentum and will maintain it until the demand has been satisfied.

There is declared to be a disposition on the part of municipalities, corporations, companies, and individuals to set the wheels in motion as soon as possible in order to employ labor, provide markets for building material, put money in circulation, as well as to secure the needed buildings. Few people are showing a disposition to hold back and wait for a more convenient season. The psychological situation is right, and this will count much in bringing about the results desired.

Much is being said on the money situation. No one denies that there is plenty of money in the country; for it has not gone elsewhere; but its appearance in active business depends on confidence. Too much emphasis cannot be laid on confidence. Without it the new banking laws, the rate increase to the railroads, and all other financial measures combined, will not suffice to revive the building operations of the country. The people with money must not be afraid to invest it; corporations and individuals in positions to extend credit, must be wholly willing to do so. It is said that these conditions are about to be realized; and in that prospective fact, many observers base their belief that a marked improvement in building will soon come.

Financiers watch the results of bond elections throughout the country, and in these results they can feel the business pulse and detect signs of improvement. The claim is made that recent elections of that kind have been favorable, and this has increased the confidence of those who are looking into the future for signs of coming prosperity.

Little Hardwood Being Sold on Contract

FOR THE PAST WEEK HARDWOOD RECORD has been gathering information from woodworking institutions all over the country as to what they are likely to use in 1915. This work is a regular annual feature of the service of consumers' requirements issued in connection with the advertising service of HARDWOOD RECORD, and it offers an opportunity for observing the trend of requirements and for presaging in a surprisingly accurate manner probabilities for the use of certain woods for 1915.

The corrected information as secured from concerns already listed in this service has not come in as yet in sufficiently large volume to warrant an attempted analysis of probable changes for the coming year. However, there is one very significant point which has already been developed which indicates that in spite of the fact that many hardwood consuming institutions are endeavoring to place contracts for 1915 requirements the lumbermen as a whole are setting forth a

bold front as opposed to this proceeding and are holding their stocks for prices more commensurate with their value. As a matter of actual fact, out of approximately 500 replies already received there are only six which state that the concerns replying will not be in the market for hardwood lumber during 1915 on account of their already having contracted for requirements during that period. Of these six one states that it is bought up for six months, while the rest are covered in their requirements for the entire year.

In the main, the replies show continued interest in hardwood supplies, which proves, in addition to the fact that there is little contracting being done, that the terms of present sales are for the most part for short periods and that lumbermen are protecting themselves against a rise in the market by not accepting orders for more than thirty to sixty days' time.

HARDWOOD RECORD purposes to analyze the entire matter when it is completely at hand and will, as far as possible, endeavor to show the trend of changes in requirements for the coming year.

Wood Still an Important Car Material

WHILE THERE HAS BEEN a tremendous amount of agitation against the increased use of steel in car construction without adequate proof that it is a superior material, there still seems to be a vast opportunity for the use of wood for this purpose. As a matter of fact, the decreased consumption of wood for car construction has been much more marked in the construction of passenger cars than it has in the construction of freight cars.

The *Railway Review* of Chicago has summarized car sales during 1914 and the statistical records shown offer some very striking and, in the main, rather satisfactory evidence to the lumbermen that they have not entirely lost out in this important field of consumption.

In 1914 orders were placed for 83,168 freight cars and 2,112 passenger cars. It is very disappointing to compare these figures with the preceding year, as in 1913 the respective figures were 144,843 and 3,212. The decrease in 1913 over the preceding year, however, was even more marked, 1912 having established a high mark for car orders.

The pertinent feature of the statistical record, however, is the analysis showing the type of cars put into use during the past year. Out of the total of 2,112 passenger cars 1,599 were of all steel construction, 101 had wooden and steel bodies on steel underframes, 236 had steel underframes and wooden bodies and 176 were of all wood construction.

The general impression has been that the construction of all wooden passenger cars has practically ceased, but this would indicate a little more interest in this type of construction than formerly.

Analysis of the freight car situation is even more gratifying, as it shows that wood played an exceedingly important part in this feature of car construction the past year. Out of the total of 83,168 freight cars ordered during 1914 there were 1,158 cars of all wood construction. However, it is gratifying to note the large number of cars with wooden bodies and steel frames which were ordered during 1914. This is especially true in view of the fact that the main bulk of raw material going into the construction of freight cars is used in the body. In fact, 30,206 freight cars out of the total number ordered had wooden bodies with steel underframes, giving ample grounds for a more hopeful feeling for future car construction. Out of the total number of freight cars ordered there were 15,515 cars with combination wood and steel bodies and steel underframes, and 2,953 cars with wooden bodies and combination of wood and steel underframes. Thus wood held a prominent place in the manufacture of 49,832 cars out of the total 83,168.

These figures are more favorable than the figures for the past year covering freight cars and might be taken as indicative of a gradual return to more fair consideration of wood as a car construction material. It is significant that wood is going mainly into freight rather than into passenger cars as the popular and ill-advised clamor for all steel construction would not affect this class of rolling stock. Another significant feature of these statistics is that a great many of the cabooses constructed for housing freight crews while on the road were of wood, which would indicate that those men who make the caboose their home seriously object to living in prison cells.

Prosperity Inspired by Confidence

DURING THE PAST TEN DAYS two of the largest hardwood manufacturing organizations in the country, to be specific, the Lamb-Fish Lumber Company, Charleston, Miss., which at that point manufactures 40,000,000 feet of hardwoods per year, and the W. M. Ritter Lumber Company of Columbus, O., which at its various mills in different parts of the country manufactures some 200,000,000 feet of hardwoods annually, have decided to reopen their operations on a full scale and on a permanent basis. Their respective decisions were made at meetings of directors held during this period, and the orders have already gone into effect. Both of these institutions have interested in their directorates men who not only are thoroughly conversant and closely in touch with lumber conditions, but whose broad business careers enable them to accurately analyze the trend of business in the country as a whole, and the two decisions are most momentous for this reason. Both institutions report that the directors were unanimous in their optimistic feelings and that there was no opposition to the proposition to reopen operations.

The probable effect of this development is easily discernible. It cannot be definitely said that other mills will follow suit, but there is every reasonable assurance that this will be the result. Thus we see the beginning of a great wave of optimism which will spread through the hardwood manufacturing field. The leaders in any business should realize the psychological effect which their actions have upon those not so closely in touch with the big affairs of the country. It is generally recognized that corporations of the magnitude of these two concerns have in their organizations men who are recognized as occupying prominent positions in the business world. The opinions of these men as reflected in the actions of the companies they are connected with are generally speculated upon by others in the same trades, who are not in such prominent positions.

Probably the most important feature of this development will be the effect this move will have upon the buyers. They will unquestionably not only feel that it presages a period of higher prices, which indicates the desirability of buying as quickly as possible, but they will be given increased confidence regarding their own business as they can reasonably feel that men behind such prominent enterprises are in position to know and see things which they themselves are unable to get in touch with.

Good Business for Yards to Buy Now

IT IS A DIFFICULT undertaking to convince the consuming factories that it would be wise to buy lumber now while prices are low, as with them it simply means a question of putting their money into stocks they might not want, in order to take advantage of lower price conditions. With the hardwood yard trade, however, the proposition is somewhat different. In that business it is simply a question of buying right and selling right, that is, the stock that is bought has to be sold. Profits from the raw material are not made indirectly as in the woodworking business. Thus a different policy should prevail, or at least consideration should be given to another feature of the condition.

For instance: We will say that a yard man bought stock before prices reached the present lower level, at $30 with the expectation of realizing his profit by selling for $35, this to include the carrying charges in the meantime. Considering then that the slump came on and that he was able to get only $30 for the stock this would mean a direct money loss. There is only one way to make up this loss, namely, to buy the same stock at the lower market price in order to show a profit on his investment. That is, if he can go out and buy this same lumber at $25 at the lower price prevailing at the mill, it would mean that his original investment was protected to the extent of the profit he originally counted upon. Thus it is not, as in the case of the woodworking institution, simply a matter of not wanting to put his money into stock, but of being almost compelled to in order to protect his previous investment.

On the face of it, at least, it would seem that the yard trade is making a mistake in not taking advantage of present price conditions which will unquestionably not last very much longer.

World Markets for American Lumber

BY HU MAXWELL

NINTH ARTICLE

Editor's Note

Lumber markets in the Mediterranean countries are not new. The earliest known trade in forest products was there, and the trade has continued from ancient times till the present. Centers have changed, routes have shifted, sources have not been permanent, destinations have varied in conformity with political movements; but during all recorded time there has been trade in timber in the Mediterranean countries. America became interested in that business centuries ago. New England shipped pine, oak, and ash to Portugal from the first settlement of our Atlantic coast. The present is an opportune time for increasing our export timber business with the Mediterranean countries. It will not be necessary to discover or create new markets. Those now existing are large, and if we take only what others seem destined to lose in the course of present troubles and the political changes which are likely to follow, the lumber exporters of the United States will make large gains. Those countries are as anxious to sell their commodities to us as we are to dispose of ours to them. Results greatly to the advantage of them and us may be brought about by a shifting of the channels of trade, turning them in our direction instead of toward the north of Europe, where they have been running in the past.

The Mediterranean countries are liberal buyers of American forest products. This is particularly true of the countries on the Mediterranean's northern shore. The present article deals with that region. The southern coast of that sea was considered in a former article of this series dealing with Africa. This sea is enclosed by three continents, Europe, Asia, and Africa. Having that fact in mind, the ancient geographers called it the sea "in the middle of the world," which is the meaning of the word "Mediterranean." Its position has always made it a center for world trade, since world trade first began. The Egyptians were the earliest to use it, so far as history has left record, and it is worthy of note that some of the earliest cargoes were of logs cut on the coasts of Syria and carried in ships to Egypt, and some of that identical wood is in existence today, and may be seen in museums in the form of mummy cases and old boats. The ancient Egyptians appreciated the trade advantages of their position. The old admiral in the service of Egypt (according to the poet who recorded the circumstance) thus explained the geographical advantages: "Here sits Egypt. Here lies Punt. And here the Sea of Suf which I have seen."

After Egypt came the Phoenicians and the Carthagenians who traded with all the Mediterranean shores. After that the Greeks became the traders by land and sea, and were followed by the Romans who were a long time in learning to sail ships. The Venetians succeeded the Romans as the chief traders of that part of the world, and after them came the modern nations.

The countries considered in the present article include Portugal, Spain, Italy, Greece, Montenegro, Servia, Bulgaria, Roumania and Turkey in Europe and in Asia. Geographically, southern France and southern Austria are Mediterranean countries; but since they are only portions of larger countries, they are omitted from present consideration. The area and population of the region are shown below.

	Area square miles	Population
Turkey in Asia	1,000,000	20,000,000
Spain	441,000	18,754,674
Balkan States and European Turkey	185,856	21,000,000
Italy	110,646	33,000,000
Portugal	34,502	5,021,657
Total	1,772,004	97,776,331

The Balkan states and European Turkey are grouped because, as a result of the two wars recently fought in that region, various additions and subtractions of area were made, some of the countries becoming larger at the expense of others. Available statistics do not show these changes, and, it is impracticable to state the exact size and population of each of the states. This has made it necessary to group them and consider the group as a whole in stating population and area. The imports for 1913 are given for each of those countries separately, and they will be further considered separately as far as it is practicable to do so.

Turkey in Asia belongs with the Mediterranean countries, because of its geographical position. It embraces more than half of the region and one-fifth of the population, but it is not a large buyer of lumber. Practically all of the imports of lumber into Asiatic Turkey enter through the Mediterranean ports. The vast interior, especially the southern part, is chiefly desert, or it is so remote from ports and other means of communication with the outside world, that the exporter of lumber from the United States has little immediate prospect of doing business there.

Spain

Spain is a good customer for staves made in the United States, and it buys other forest products also. It sends us grapes in barrels with cork dust packing. These barrels are to be seen during autumn and winter in nearly all fruit stores. The cork dust packing is a pretty reliable proof of origin, though some such packing may come with grapes from Portugal or Morocco. The dust is the waste from cork cutting establishments. The staves which Spain buys in America are partly for grape barrels, and are classed as slack cooperage, and partly for wine barrels, which classifies them as tight cooperage. Some of the barrels made from American staves and containing wine, as well as some of those containing grapes, come to America.

Spain is nearly twice as large as Texas and its population is five times as great; yet only parts of Spain are thickly settled. It contains large areas of worn and deserted land, where conditions are almost desert-like. As a whole, Spain is a poor country. It exhausted itself, both as to natural resources and men, in its long course of establishing and losing colonies, and in fighting wars more or less unsuccessfully. It once was the largest holder of colonies and was regarded as the wealthiest and most powerful country in the world. Its last American colony has departed from it, and most of those in other parts of the world, and with the colonies went a larger Spanish population than now remains in Spain.

It has been claimed that much of Spain's present sterility has been the result of forest destruction. Tracts which were well wooded and of extreme fertility during the Moorish occupation, are now treeless and poor. The stripping away of the forests caused the drying up of streams formerly perennial, and probably also lessened the seasonal rainfall.

Spain needs large quantities of lumber and other forest products. It can secure them only by importation.

The chief regions of supply are the United States and Norway and Sweden. The statistics given in this article show what forest products Spain is buying from America. It augurs well that Spain is desirous of doing more business with us. It is anxious to sell us more, and consequently will buy more of our products.

Portugal

Conditions in Portugal do not greatly differ from those in Spain, as far as they affect the market for lumber and other forest products. Portugal is not one-tenth as large as Spain, but has more than one-fourth as many people. It is more evenly developed and does not have so much vacant and unprofitable land. It has been more fortunate with its colonies. Though it lost Brazil, which is one hundred times as large as Portugal, it still holds enormous areas in Africa, and some of them are developing at an encouraging rate, and have established satisfactory trade with the United States. We purchase grapes, wine, cork, and many other commodities from Portugal, and though that country is less than one-tenth as large as Spain, it buys two fifths as much forest material from us.

Italy

This is the most populous country of southern Europe, and is our best customer in that region, in the purchase of forest products. Its annual imports from us exceed Spain's by $400,000. It is a country highly developed, but in some districts it is rather over populated and many of the people lack the means of buying furniture,

vehicles and other commodities from us. Italy has much for sale and the people are anxious to increase their business dealings with America. Conditions are favorable for larger sales there of lumber and of articles made of wood. It is not so much a matter of creating a desire on the part of the Italians to purchase from us, as it is of making it possible for them to do so. If our purchases from them could be increased, they would respond by purchasing more from us.

Italy is not a heavily timbered country, and it has never been during historical times. It appears to have been thickly populated at the dawn of history, and early writers have little to say of forests in the modern sense of the word. It is apparent that Italy has imported most of the lumber used during many centuries, though much cheap native stuff is cut for boxes, fuel, and stakes for grape vines. It is said that Nero found Rome built of wood and left it built of marble. That would imply that wood at one times was important as a building material. Excavations at Pompeii show little use of building lumber, but a fair amount for furniture. The early Italians knew how to work in wood, and samples of their carpentry which have come down to the present time compare favorably with the best work of today. They knew how to make and lay veneers, but every part of the work was done with hand tools. They appreciated finely figured woods and used them to advantage. Italy today is the largest buyer in southern Europe of our red gum. Its finely figured forms appeal to the Italian cabinet maker.

The Balkan States

The countries lying between the Adriatic and the Black seas, including European Turkey, Roumania, Bulgaria, Servia, Albania, Greece and Montenegro, are not large purchasers of American lumber, for two reasons. Some of those countries have a fair amount of forest of their own, and they are not extensive users of building lumber. Roumania, though farthest from us, buys more of our forest products than all the other Balkan countries together. Its purchases are largely agricultural implements which contain much American wood.

Servia, Bulgaria, Turkey and Greece have been so distracted by war of late that the figures of exports to that region for 1913 are scarcely a fair showing; but at the best those countries are prospective rather than developed markets for lumber.

Information concerning forest resources in the Balkan states is fragmentary and unsatisfactory. The total area of forest land is placed at 20,000,000 acres, apportioned as follows (before last Balkan war): Roumania 6,000,000, Bulgaria 7,000,000, Servia 3,000,000, Greece 2,000,000, Turkey 2,000,000. Territorial divisions following the war in the Balkans redistributed these areas, some countries now having more, and Turkey in Europe now possessing less, but the total of 20,000,000 acres remains.

Total area of forest is not a reliable basis on which to calculate the stand of timber. Much of the area designated as forest land in the Balkan states is covered with scrub growth of no present or prospective value. Greece, for example, is credited with 2,000,000 acres of forest, but it is said that much of this area consists of precipice, bare rocks, stony gorges, and sterile hills without a merchantable tree in sight. The country was heavily forested in ancient times, and the Greeks cut ship timbers for the largest navies in the world at that time. Two thousand years of abuse and waste have left scarcely a remnant of commercial forest. Similar conditions hold throughout most of the Balkan countries. Bulgaria has forests more valuble than the others, and considerable box lumber has been recently exported from there to Greece and Turkey in Asia.

Other Territory

Some forest exports are going from the United States to Asiatic Turkey, but that trade is confined almost wholly to the Mediterranean coast between the Dardanelles and Egypt. The interior of the country is not a buyer of lumber. It cannot be handled with the present means of transportation. The coast of Syria, north of Palestine, was once a timbered region whose products were exported. The cedar and pine for Solomon's temple were cut there, and likewise most of Egypt's supply of wood. No remnant of the wood used in Solomon's temple has come down to modern times, but some of the Egyptian coffins and boats remain. If they are fair samples of the grade of lumber taken from the Syrian forests three or four thousand years ago, it was rather poor stuff. The wood was too knotty to meet the requirements of a modern lumber buyer who is accustomed to white pine, yellow pine, or Douglas fir.

The Island of Malta with 188,000 people, Gibraltar with 27,000, and the Azores and Madeira islands with 408,000, are included in the Southern Europe area. They are comparatively large users of American wood.

Exports to Southern Europe

America's exports of forest products to southern Europe are grouped in fourteen classes, which are shown below with the value of each for 1913:

Commodity	Value
Lumber	$1,992,975
Cooperage	1,579,489
Sawed timber	1,150,117
Agricultural implements	1,040,355
Furniture	112,284
Round logs	55,072
Horse vehicles	39,793
Joists and scantling	25,260
Sash, doors, blinds	24,425
Pulp	19,609
Hewed logs	6,150
Woodenware	2,243
Incubators and brooders	1,638
House finish	571
Total	$6,049,981

The lumber included in the above item consisted principally of the following woods:

Longleaf pine	$1,352,620
Red gum	400,573
Oak	160,525
Cypress	8,121
White pine	3,445
Yellow poplar	2,910
Other lumber	64,781

The cooperage total is made up of the following items:

Staves	$1,560,183
Shooks	9,864
Empty barrels	9,442

Destinations

The destinations of the lumber and other forest products sent to southern Europe in 1913 included eleven countries or colonies, each of which is separately shown in the statistics. It may here be seen at a glance where our best export trade lies. It was distributed as follows:

Destination	Value
Italy	$2,526,392
Spain	2,119,020
Portugal	848,079
Roumania	374,489
Azores and Madeira	55,735
Turkey in Europe	52,831
Greece	48,276
Bulgaria	23,756
Gibraltar	1,148
Malta	187
Servia	68
Total	$6,049,981

Italy is our best customer in southern Europe for forest products. A grouping of its purchases in 1913 is shown below:

Commodity	Value
Lumber	$ 997,592
Hewed and sawed timber	891,028
Agricultural implements	417,542
Furniture	85,789
Pulp	19,609
Cooperage	14,074
Joists and scantlings	13,550
Woodenware	1,883
Carriages and wagons	620
House finish	454
Incubators	380
Other manufactures of wood	83,871
Total	$2,526,392

Naval Stores

Naval stores of considerable magnitude are exported by Americans to the countries of southern Europe. The principal articles are tar, pitch, rosin and spirits of turpentine from the yellow pine forests of the south. In the Mediterranean markets the American exporter of these commodities meets competition from France, Germany, Russia and Austria. During the continuance of the present war those countries will have no naval stores to spare, and there should be an opening for an increase of exports from America. The increase has not, apparently, begun yet. Though these articles are called naval stores they have little to do with ship building. The name has come down from former times when tar and pitch were employed in calking vessels and in waterproofing the ropes used in the rigging. Naval stores are now largely used in the manufacture of paints and varnishes. The value of exports of tar, pitch and turpentine from the United States to those countries last year was as follows:

Italy	$780,801
Spain	90,208
Azores and Madeira	3,586
Portugal	348
Turkey in Europe	325
	$875,268

Asiatic Turkey

Turkey in Asia belongs geographically though not politically with the Mediterranean countries of Europe. Whatever trade in American lumber may now reach that part of the Turkish empire must pass through the Mediterranean sea. It is possible for Turkey to import lumber by way of the Persian gulf, but little, if any, American lumber has ever entered by that route.

The value of our trade in lumber and kindred manufactured products with that region is now so small that it might be omitted without much diminishing the totals; but, though small, it is an opening wedge which may lead to better things in the future. Smyrna is the principal port of entry for that region, though there are other ports through which lumber might reach some portions of the interior. Our exports of forest products to Turkey in Asia in 1913 are set forth in the following figures:

Commodity	Value
Square pine timber	$ 50,509
Agricultural implements	29,679
Furniture	15,467
Oak and red gum lumber	3,108
Carriages	2,274
Wheelbarrows	2,216
Box shooks	1,596
Woodenware	160
Incubators	48
Other manufactures of wood	14,971
Total	$119,968

Future Prospects

The sales of American forest products around the borders of the Mediterranean sea have been only moderately large, considering the population and resources of those regions. Opportunities seem fair for increasing business in those countries. They have heretofore obtained most of their lumber from eastern and northern Europe. Some of it came from Russia, some from Germany and Austria, and other from Norway and Sweden. Austria, Germany and Russia are now at war and while hostilities continue very little timber will be cut for export. Russia has forbidden such exports. That order may be revoked at any time; but even should that occur soon, it is a safe guess that little wood from any part of the Russian empire will reach southern Europe while the war continues. It would take a good prophet to tell how long that is likely to be.

Norway and Sweden are at peace, and they are large timber exporters; but the war has so greatly multiplied the difficulties in the way of exporting wood from those countries, that an enormous decline has taken place, and no immediate prospect appears for anything better. The blow that struck Sweden and Norway hardest was the placing by Germany of all wood, even for fuel, on the contraband list. Any ship that sails from those countries with wood on board is liable to seizure by German war vessels. Several ships have already been stopped and turned back. The result has been that the export of all kinds of wood from the Scandinavian countries has practically ceased.

If that order by the German government should be revoked, great difficulties would still lie in the way of exporting timber from Norway and Sweden. The North Sea, through which the ships must pass, is covered with mines which make navigation dangerous. Several neutral ships have been destroyed by these mines.

Under such circumstances it is apparent that the supply of wood reaching southern Europe from the north will be small. The people of the Mediterranean countries will still need staves, boxes, and other forest products in about the same quantities as before. America is the natural source from which to draw these supplies. Austria formerly sent oak staves for tight barrels. America is about the only place where these can now be procured. The only woods which Sweden and Norway have for export purposes are pine and spruce. These have gone to southern Europe in large amounts for boxes in which to ship raisins from Spain, Greece, and Syria, oranges and lemons from Italy, Spain, and Portugal, and figs from Smyrna. Boxes for shipping cloth, small statuary, and hundreds of articles made in those southern countries for export, have been largely made of pine and spruce from the forests of Norway and Sweden.

While northern Europe is temporarily unable to continue that supply, the American exporters will be missing an opportunity if they do not push their lumber into the Mediterranean markets. Possession is a powerful leverage in trade. If a foothold is once obtained in that market, it should be easy to win permanent advantage.

Looking Ahead

Although many people have opinions on the subject, yet no man can now tell the final result of the deplorable war which is devastating so much of Europe and destroying hundreds of thousands of the best men of the warring countries. No one, however, should suppose for a moment that such wholesale destruction will improve business generally. Depression is bound to follow and affect business for years to come. America cannot expect to escape the depression entirely; but our position is fortunate, and we should be prepared to make the most of it. Our lumber exporters will be in a position to occupy every market made vacant by the withdrawal of former competitors. The time to act is now, rather than after the war is over.

Our government, acting through the Bureau of Foreign and Domestic Commerce, Washington, D. C., is prepared to supply valuable information to business men on the subject of foreign openings for trade. By keeping close watch upon trade opportunities in the lumber line, and acting vigorously, the present seems an opportune time to begin a campaign to increase our exports of forest products to the south of Europe. Greece, for example, bought sixty per cent of its timber from Austria before the war, but is getting none from that source now. In that one item alone there is trade worth nearly $2,000,000 a year to go somewhere else while Austria is out of the running; and it should come to America. It is the same in Italy, Spain, Portugal, and in the Balkan states. Timber trade worth millions of dollars has been turned from its old channels, and the United States should get most of it, and now is the time to go after it.

There is little doubt that the war will change the boundaries of some of the European countries, but it is yet too early to say how and where the new boundaries will run, or what they will include or exclude. The political and geographical results will not make material difference so far as our timber trade with the countries are concerned. The demand for wood will not be much affected by political changes in government or geographical changes in boundaries.

In Asia Minor

The case is quite different in passing from Europe to Asia Minor. Political changes there might make profound differences in the amount of trade which American lumber exporters would be able to carry on. Should the fortunes of war put progressive European nations in control of the million square miles of territory between the Mediterranean sea and the Persian gulf, it would mean a market for American forest products fifty or a hundred times greater than at present, because development would begin, and the centuries of

stagnation under the non-progressive Moslem would end. This is speculating somewhat in the future, and predictions are conditioned on uncertainties, but in that corner of the world lie large possibilities, and it is worth while to glance a moment at what might happen if real progress should obtain a start in that region where the hand of death has been laid upon all enterprise for hundreds of years.

The cradle of human civilization was in the Euphrates valley, and it was a high civilization. When the Greek Herodotus visited that region 450 B. C. he refused to describe the luxuriance of the vegetation, because he feared that people would not believe the truth; and when Xenophon led the "retreat of the ten thousand" through that country, the hardest obstacle that his army had to overcome was the network of irrigation canals which covered extensive regions. Nebuchadnezzar's great irrigation canal was the largest in the world, ancient or modern, and its ruins today are worthy of comparison with the Panama Canal. It was 250 feet wide and 480 miles long. There were hundreds of other canals from 60 to 200 feet wide. Some are today in such good state of preservation that with some repairs water for irrigating the country could again flow through them.

There is abundance of water to redeem the country, but under the non-progressive governments of the past centuries, waste and ruin have reigned supreme. Every attempt by European to develop the country has been hindered by the Turks. Some railroads have been built and others have been planned, but the blight of oriental non-progressiveness has been upon every effort. The native population has been unable to understand what progress consists of, and, of course, incapable of taking any effective steps to bring it about. The natives have been content to remain two thousand years behind the times in one of the most fertile regions of the world.

If the present upheaval should throw that country open to civilization, a large market for American lumber would be one of the first results. The region has no timber. It was cut down 3,000 years ago. The natural source of timber for railroads, bridges, houses, boats, and all other purposes, including vehicles and agricultural implements, will be the United States. In figuring on that market, one is dealing with the future, but the consummation may not lie far in the future. If the country is given relief from lawlessness and oppression, it may be expected to develop with phenomenal rapidity.

The Letters You Write

It is easy to sustain the argument that letter writing plays a much more important part in business life today than ever before. Many things have been invented to facilitate correspondence and as a consequence much of the business of the world is carried on by mail. Yet with all the modern facilities for doing the work and with the recognized importance of the letter in business transactions, it seems to be a fact that we are in the midst of an era of unparalleled carelessness so far as letter writing is concerned. Men have attained that point in letter writing where they feel they are through with the task the minute a letter is dictated, and do not take the time and trouble to read it over and sign it before mailing.

Many mistakes have occurred because of this carelessness. There have been so many of them that some people print in their letter heads that they will not be responsible for stenographic errors, and others stamp on their letters "Dictated but not read after transcribing." Better cut out that kind of carelessness, boys, and read your letters over before signing and mailing them. To blame errors on the stenographer and then try to correct them on this basis afterward is not good business. Rather prevent some of the errors by reading your letters over after they are written.

Not long ago a lumberman was looking for a stenographer. He said he had just discharged the one he had because she didn't exercise judgment and show good sense. When pinned down for specific explanation it developed that the stenographer had failed to correct certain errors in quotations being sent out, errors that had been made admittedly by the lumberman himself, yet he discharged her because she didn't notice them.

This is expecting too much of a stenographer. A man hires a stenographer at prices ranging from $10 to $25 per week, depending upon the magnitude of the business and the skill of the stenographer. Sometimes one pays a stenographer a good salary, that is for stenographic work, but it is not a salary commensurate with the requirements if one is to shoulder on to the stenographer all the responsibility of auditing errors and checking up business judgment. Talent and brain work of this kind is worth more money than that and is of the order that belongs to managers, not clerks. In other words, the very work and responsibility that some business men are inclined to put upon their stenographers is work, judgment and responsibility that they are supposed to be exercising themselves.

Letter writing can not become a fine art so long as a man lets it go after dictating. It is not enough, neither is it satisfactory to use a rubber stamp calling attention to the fact that the letter has been dictated by so and so but not read after typing. This is a poor way to conduct correspondence and it is the duty of every business man to read over his letters after they are written. There may be excuse for neglecting this duty now and then under the stress of certain occasions, but to do it regularly day in and day out is a poor business policy.

J. C. T.

Kentucky's Compensation Law Invalid

The Kentucky court of appeals sent the workmen's compensation act of that state to the legislative boneyard just as the law was about to go into effect, although the decision was announced on a narrow vote of four to three of the justices of the court. At least, the court holds that the law is invalid, so far as it may be construed as being coercive in its effect, and that is the life of the law. The court intimates that the parties to employment contracts may validly limit the amount which shall be recoverable against the employer for injury to the employe in the course of the latter's work, but holds that, under the organic law of Kentucky, the legislature is without power to coerce such action, as is found would be the effect of the law if it were upheld in its present form. The court of appeals, however, expresses favor for a proper form of compensation legislation.

In addition to a limitation of amounts recoverable for personal injuries, the court decides that the new law is objectionable on account of its provision to the effect that where an employe is killed in the course of his employment, and leaves no dependent relatives, part of the award to be paid on account of the accident shall be paid into a fund available for the payment of compensation for injury to other workmen. In other words, the act would "rob Peter to pay Paul."

In Kentucky, the effect of the decision will be to defer, if not permanently defeat, the final adoption of an enforceable compensation law there. In other states, the action of the court of appeals will afford a strong precedent for the overthrow of similar laws which have not yet been submitted to the judicial test.

In parts of the West where trees are scarce, sage brush is used for fuel. In Nevada the large main stems are trimmed by Indians at $3.00 a cord and delivered to the user at about $6.50. Sage brush burns rapidly and is rather dirty, but produces good heat.

A log raft containing 1,000,000 feet of cedar, said to be the largest ever floated on the Pacific, recently made the trip from British Columbia to Puget Sound. It was 100 feet long and 70 feet wide; it stood 15 feet out of the water and 20 feet under.

The Lumbermen's Round Table

Lumber Traffic Requirements

The old adage about the man who is his own lawyer having a fool for a client will almost hold good when "traffic expert" is substituted for "lawyer." This is particularly true of the lumber business, and it is becoming increasingly evident that the lumberman who is doing a business of any volume must have really expert advice constantly regarding traffic matters if he is to avoid serious losses and if he is to be properly posted on developments in this direction. A good many lumbermen try to keep up with the changes in tariffs and rules, and some have been known to handle their own complaints before the Interstate Commerce Commission; but it is certain that the man who is wise enough to be a good lumberman hardly has the time to master the infinite minutiae of traffic work, and that a much better plan is to employ someone who can give his whole time to it. The concern which is large enough should have its own traffic department, while smaller concerns should co-operate in the maintenance of a joint bureau. It is money well spent to keep a man who knows the business engaged in watching for rate changes, working for better rules and regulations, and seeing that the market in which he is interested is not discriminated against.

The True Economy

In these days when business is coming hard and when the average lumberman, like other business men, is trying to cut off expenditures wherever possible, there is the danger of lopping off expenses which are contributing much to the permanent success of the business. This is particularly true of the sales department, where it is so difficult to get the right men, and where it takes so long to learn the peculiarities of the trade of various customers. Real economy consists in eliminating unnecessary expenditures, but the wise manufacturer will ponder carefully before he makes a reduction, to be sure that he is not amputating, as well as merely cutting off.

Disraeli's famous quotation is being much used these days, and it is worth reproducing here:

"Economy does not consist in the reckless reduction of estimates. On the contrary, such a course almost necessarily leads to increased expenditures. There can be no economy where there is no efficiency."

These words, directed to national policy, are equally applicable to private enterprise.

Knowledge Is Power

A former furniture manufacturer, now specializing in the selling end of this business, said recently that he is finding his knowledge of the manufacturing details of the trade to be a most important asset. It enables him to show his customer exactly wherein the value of his goods lies, and to demonstrate to him, by a technical explanation of methods of construction and processes, that his offerings really have quality and class.

The idea that the salesman ought to know something about the manufacture of his goods is spreading, and is true not only of furniture, but of many other lines. There seems to be no reason why the lumber salesman should not be similarly equipped, and yet there are a good many men out on the road trying to sell hardwoods whose knowledge of the commodity is limited to what they can see on the stock-list. They are not in a position to do much constructive work. All they can hope to do is to make personal friends, and get business through this medium, or to quote low prices, and capture trade on a strictly competitive basis.

The salesman who knows his proposition thoroughly, who can talk lumber from the stump to the pile, is in a splendid position. Like the others, he may be having his troubles just now, when less lumber than usual is being bought, but he is the kind you can't keep down, and he is sure to come into his own.

The Real Veneer Problem

Veneer manufacturers assert that the vast majority of the furniture manufacturers of the country use built-up work in their products. Something like ninety per cent of the factories, it is claimed, are using glued-up tops, panels, drawer-bottoms, backs and other sections of their goods, and are finding this plan satisfactory.

This being the case, it follows that the furniture trade favors the use of veneered goods, and believes in it. If this is so, why is it that one never finds a piece of furniture with a tag carrying the words, "This Buffet is Veneered," or "This Table has a Veneered Top"? Yet, on the other hand, manufacturers who use no veneered work usually make a talking-point of it. They don't argue the question, but merely announce boldly, "Made of Solid Mahogany—No Veneers."

The fact that emphasis is laid upon the *absence* of veneers in furniture, and that their *presence* is never referred to except when necessary, is the thing which is confirming the public in what amounts to a strong prejudice against veneered goods. Lest the reader assume that this is putting it too strongly, let him go into a furniture store, as an ordinary customer, and see the way the salesmen "play up" the fact that this, that or the other piece is made of solid material. Of course, every store has plenty of veneered goods; in the nature of the case it has to; but the salesman, knowing or believing that the ultimate consumer favors solid pieces, uses this as the strongest string in his bow, and because he believes that it is the short-cut to sales.

A little more aggressive attitude on the part of furniture manufacturers who use built-up stock would help to dissipate this impression on the part of the public. If furniture of class which has a built-up top or panels were to be so labeled, and then some sort of adequate and authoritative explanation given of *why* this form of construction was used, it would not take many years to get away from the present condition, when the term "veneered" is looked upon as a word of reproach by the average consumer.

More Money in the Bank

The average lumberman probably could not explain with fluency the modus operandi of the Federal reserve system; but there is one feature of the plan which is understandable to everybody, and which is most significant in its promise of better times.

Without actually creating more currency, the operation of the system has added about a quarter of a billion dollars to the available amount of money. This paradox is explained by the fact that the reserve limits of national banks were reduced, making it possible for hundreds of millions of dollars that have lain in the vaults of the banks, being held against a possible "run," to be put into active circulation.

This one factor is sure to be an immense help to business, because it insures easier money conditions and lower interest rates, without reference to the issue of federal reserve notes, which will also add materially to the money supply. The increased amount of currency put into use will help the lumber business most directly, perhaps, in connection with the building trade, for it will enable construction work to be financed more readily, and will assist in ending the stagnation which has been on in this field for some time.

Lumber for Export

Although the direct call for lumber for export purposes is at a low ebb, a good deal of material is being exported, nevertheless. This is explained by the fact that millions of dollars' worth of war supplies have been contracted for in this country, and all of these goods must be well and strongly packed for shipment abroad. This, of course, has meant wooden boxes for the saddles, harness, shoes and other leather goods; clothing, underwear and hosiery; and in fact practically all of the supplies which have been bought. Hardwood men have noted an increased demand for low-grade material, a fact which is explained chiefly on the ground that the export movement of war supplies is calling for more packing lumber.

Because of the war, English manufacturers and consumers of wood pulp have been caused considerable uneasiness. Production is at a standstill in the countries at war, and in Norway and Sweden, principal sources of supply, mills have been greatly hampered because of a lack of coal and of chemicals. England has practically no domestic sources of pulp.

Pertinent Legal Findings

Receivers for Lumber Corporations

If the majority of stockholders and the directors of a lumber company are found to be permitting an officer of the company to conduct important matters of the company irregularly and without keeping an intelligent account thereof, a receiver will be appointed on application of a minority stockholder. (Louisiana supreme court, In re Receivership of Leidigh Dalton Lumber Company, 66 Southern Reporter 390.)

Destruction of Machinery Under Conditional Sale

In a recent suit against a railway company brought by a lumber company for negligently setting fire to a mill, the Tennessee supreme court decided several interesting rules applicable to loss of machinery held under a conditional sale contract, title being reserved in the seller until payment of the agreed purchase price. (Unaka Springs Lumber Company vs. C., C. & O. Ry. Co., 170 Southwestern Reporter 591.) The court holds that destruction of machinery in the hands of a conditional buyer does not avoid his liability for the remaining purchase price which he agreed to pay. In such case either he or the seller may recover the value of the property from the person through whose negligence it was destroyed, but the recovery will be held for the benefit of both parties to the contract.

Time for Delivery of Lumber Sold

In a suit for breach of contract to deliver a quantity of lumber, it appeared that it was finally understood between the parties that delivery should be made after a certain date, on demand of the buyer, and the Alabama supreme court applied the following general rule of law applicable to sales in general:

"When the time of delivery is at the option of the buyer, he must at least exercise his right within a reasonable time, and the seller is entitled to a reasonable time after notice to make delivery, but he cannot delay delivery beyond a reasonable time." (Mobile-Gulfport Lumber Company, 66 Southern Reporter 438.)

Authority of Representatives

As between an employer of a representative and third persons the limit of the agent's power to bind his employer is the apparent authority with which the agent is invested. The employer is bound by the acts of the agent within the apparent authority which he knowingly permits the agent to assume, or which he holds the agent out to the public as possessing. The reason for this is that to permit the principal to dispute the authority of his agent in such cases would be to enable him to commit a fraud upon innocent persons. (New Jersey court of errors and appeals, J. Wiss & Sons Company, vs. H. G. Vogel Company, 92 Atlantic Reporter 360.)

Duty to Trespassing Children

In sustaining a judgment against a planing mill company for injury to a boy nine years old, caused by his pulling down a pile of lumber loaded on a two-wheeled truck, which was left in such manner that one end of the load projected from a dry kiln into a street, and which was so loaded that it required but slight exertion to overbalance the load, the Arkansas supreme court said in the case of McDaniel vs. Valley Planing Mill Company, 170 Southwestern Reporter 994:

"Appellant (the company), in the exercise of that care which the law requires of an ordinarily prudent person in the conduct of his business, was bound to anticipate that children, as well as adults, were likely to be walking along the street, and that a child of tender years might be tempted to play with a loaded truck or to indulge in such childish pranks as the one in question. * * * Having left the truck there heavily loaded with lumber with the front end sticking up and the load on the truck so nearly evenly balanced that only a slight exertion was necessary to tilt it down, we think the negligence of the appellant was a question for the jury."

In this decision, the court applies the well settled rule of law that a person who negligently leaves a dangerous condition attractive to children, will be held responsible for such injuries as might have been reasonably foreseen.

Transaction of Business by Foreign Corporations

The Alabama statute, which forbids non-resident corporations from transacting business in the state without first obtaining a license to do so, was invoked against a lumber company in the case of Mobile-Gulfport Lumber Company vs. Brunner, 66 Southern Reporter 438. In this suit, plaintiff company sought to recover damages for breach of a contract by defendant to deliver a quantity of lumber in care of a vessel at Mobile. One of the defenses successfully interposed was that plaintiff, a non-resident corporation, had not obtained a license to do business in Alabama at the time the contract was entered into, and that, therefore, the agreement was unenforceable. Since it is well settled that laws of this kind do not apply to interstate or foreign transactions, but only to contracts made and to be performed wholly within the limits of the state, the lumber company replied to the defense that the contract in question constituted an interstate transaction, for the reason that when it was made it was contemplated by both parties that the lumber would be immediately loaded by the lumber company in the vessel at which defendant was to make delivery, for shipment abroad. But the Alabama supreme court refused to sustain this claim on the part of the lumber company, holding that the agreement was purely an intrastate transaction, since it appeared that the contract was not only made in Alabama, but that it was to be wholly performed, so far as defendant was concerned, by delivery of the lumber to plaintiff company at Mobile and payment therefor in that city.

Shipper's Right to Sue Carrier

The right of a shipper of a carload of lumber to recover its value from the railway company to which the freight was delivered, on the buyer refusing to receive the same, because not delivered by the carrier which he had designated, was denied by the Arkansas supreme court, in the case of Southern Lumber Company vs. Warren & Ouachita Valley Railway Company, 170 Southwestern Reporter 998, under the following circumstances: Plaintiff lumber company accepted an order from Wm. Buechley & Son of Pottsville, Pa., for a carload of lumber, to be routed over the Philadelphia & Reading railroad as the delivering carrier, the purchasers having switch connections with that road. Plaintiff delivered the lumber to defendant, with directions for routing as requested by the purchasers, but, through negligence of an intermediate carrier, the shipment was delivered to the Pennsylvania Company as the delivering carrier, and for that reason the purchasers refused to accept the delivery tendered by that company on its tracks, and the lumber was placed in storage by the Pennsylvania Company. Thereupon plaintiff brought its suit. The shipment being an interstate one, defendant was forced to admit liability for negligence of a connecting carrier, but successfully interposed the defense that the purchasers of the lumber, and not plaintiff, were the proper parties to maintain the suit. The supreme court decided:

"It is undisputed that the sale of the carload of lumber by the plaintiff to its customer in Pottsville was unconditional, and that it delivered the same to the carrier for shipment in accordance with the directions of the purchaser. The delivery to the carrier under those circumstances constituted a delivery to the purchaser and completed the sale, the title to the goods then being in the consignee. Any loss or damage thereafter sustained fell upon the purchaser as the owner of the goods, and he alone is entitled to sue."

The Laurentide Company of Quebec, producer of pulp and pulpwood, is reforesting its non-agricultural cut-over lands. It is also importing reindeer from Newfoundland, to see if they can take the place of dogs in winter woods work.

A small railroad operating an oil-burning locomotive on the Tahoe national forest, California, had a breakdown during the past summer and burned wood instead of oil for one day. On this day fifteen fires started along the right of way. During the preceding year only one fire occurred near the railroad and it was not thought that the engine was responsible for that one.

Building Revival Prospects

Those who are interested in building operations and have carefully investigated the outlook for 1915 are confident that they see unmistakable signs of improvements that will place this industry far ahead of its conditions at the close of 1914. A recent issue of the *American Contractor* summarized reports from the leading business centers east of the Rocky Mountains, and when the facts thus brought out are considered in connection with information from other sources, the prospect is filled with encouragement. No abnormal activity in building operations is predicted, nor should any be expected. A return to normal conditions is looked for, and that expectation is based on the improvement in financial conditions, and also on the fact that much building has been postponed and the accumulated work will be done at the earliest opportunity.

Take Cleveland, O., as an example. Architects of that city are preparing plans for new buildings the cost of which will exceed $14,600,000. Buildings for which plans are being prepared by foreign architects for the city will cost over $3,609,000. Buildings contemplated for which no architect has been employed will total $6,349,000, or in short the building work now in sight which will go forward in 1915 will cost approximately $24,558,000. It might be interesting to know just what class of buildings are being planned and financed. The following is a classification of buildings for which plans are being made by local architects and estimated cost: Hotels, $200,000; office and commercial buildings, $3,060,000; residence and apartment buildings, $2,389,000; college and school buildings, and lodge buildings, $4,210,000; hospitals, $1,080,000; theaters, $285,000; public buildings, $620,000; churches, $646,000; factory buildings and warehouses, $2,110,000.

Other Ohio Cities

Cincinnati in 1915 will erect a new court house and jail, a new high school, at least one and possibly two intermediate schools, a municipal auditorium, two new buildings for its municipally owned university, a new central Y. M. C. A. building and a colored branch, at a cost of $5,000,000. It will also open to the public its new general hospital, erected at a cost of over $3,000,000.

In Columbus the improvement in building operations and prospects during December were encouraging and architects in that city expect conditions to continue on the upward trend for some time to come. At the recent elections in that part of Ohio there was a much better response to the bond issues for schools and other public buildings, and there is no reason why even more favorable action might not be confidently expected on the bond issues for public buildings which will be submitted within the next few months. Church and school buildings which have been temporarily held up during the past few months because of business conditions are rapidly feeling the inspirations of the renewed hopes in the world of finance and business. Several jobs of this character are now in a good way to be pushed to the front because the men back of them are fully alive to the bettered conditions. Many requests for commercial buildings have been made. Business men who have been keeping close to the shore during the past few months have read the signs of the times, which point to a year of great prosperity to the United States. Additional business buildings and more factories will be needed to care for the additional manufactured products which America will be called upon to supply. One architectural firm reports that there has been an unusually early demand for plans of all kinds, especially in the smaller towns throughout central Ohio. Many lodges which have been planning to get better quarters, were deterred from making the move in the latter part of 1914, but now that the business skies have brightened they are clamoring for plans and specifications of the lodge buildings which they will want pushed to completion. Contractors and builders throughout Columbus and central Ohio have also caught the inspiration of the good times to come and they are predicting that 1915 will prove one of the record-breaking years, unless all signs fail. And at this time, there are no indications that these signs will fail.

Prospects in Chicago

It is reported that Chicago architects are busy with preliminary sketches of work which will get under way in the spring. It is expected that money will loosen up soon and then a number of plans which have been pigeonholed will be brought out and operations will start. This prospective work includes factory buildings, large apartment houses, and in fact all classes of structures. The sole reason why they have not gone ahead was because lenders locked their safes and put their check books in cold storage. And now that the genial spirit of confidence is once more gaining sway this construction work, grown somewhat bulky through long accumulation, points to what may possibly develop into a vernal freshet of work. Turning from prospects to actual developments, there is reported some increased activity in flat building business, under construction mainly by so-called speculators and contractors. On the outskirts of the city considerable actual building is in progress and the diminution in construction, as compared with a year ago, is quite moderate.

Architects in all parts of Indiana expect renewed activity in this line and are laying their plans accordingly. Many projects will materialize in the spring, and some will be taken up in the immediate future.

Outlook in Wisconsin and Minnesota

Architects and contractors in several of the larger cities surrounding Milwaukee feel hopeful regarding the future, and most of them have one or two good sized projects to start the spring work with. Not only the architects, but the manufacturers are taking a more hopeful view, and all are talking increased business for next year.

The general feeling is the same at Green Bay. A large amount of building is predicted for the ensuing year. Plans are in progress for factories, creameries, and other work of that sort. There are no stringent laws governing the building industry in Wisconsin, and the building enterprises under contemplation look very promising for an abundance of construction work next spring. The slogan of a well known banker in this state reads as follows: "You can buy and build cheaper today than any time within the last five years."

In Minnesota the prospects for 1915 are good. The railroads are planning a lot of new work, which will add considerably to the total volume now scheduled for this territory. The rate on loans is practically back to normal and after the money scare is over the architects in general look forward to a great boom. Lots of work which was postponed last fall undoubtedly will be undertaken in the spring. No single event has done more toward strengthening business confidence than the establishing of the new banking system, the full advantages of which have not yet been fairly tested or appreciated. The St. Paul railroads have finally decided to erect a new $15,000,000 station, which ought to help the city considerably in the building line.

Work in the West

Much building has been planned for Omaha in the early spring. Though reports from cities and towns in various parts of Nebraska and Iowa are usually conservative in their forecasts, there is a hopeful tone throughout the region, and in many instances the hope is founded on actual contracts for buildings. In Sioux City architects have been asked to submit sketches for several churches, which, it seems fair to assume, will be erected this year. Several fraternity club houses will likely be built. There is no evident diminution in county and municipal improvement work projected. The county has authorized the sale of bonds to cover the cost of the erection of a court house to cost half a million dollars. Municipal improvements will equal or exceed those of last year, if present plans materialize, and there seems to be no reason why they should not.

Differences of opinions exist among architects and builders in St. Louis concerning prospects for renewed building activity in that city. They say it depends largely upon the loosening up of the money market so that prospective builders can secure loans at advantageous rates.

About seventy per cent of the bond elections this year throughout Missouri and Kansas resulted favorably to the issue of bonds, and this is interpreted as a good sign of a prosperous business year.

EASTERN SITUATION

Reports from numerous cities in the eastern states look at the bright side of the situation. Booms are not looked for, but healthy revival of building operations is contemplated.

Some localities report the money markets practically back to normal conditions; others indicate only progress in that direction. All, however, show marked improvement as compared with a month or two ago. Buffalo gives the tip as coming from inside banking sources that money will loosen up. And the significant statement comes from some cities that bankers are now tending to favor building operations more than they did a month or two ago, because new buildings add to the material welfare of the country.

Many municipalities which have had public works in contemplation for some time are taking steps to begin operations in the near future. This will stimulate building and increase the employment of labor.

Though in New York there is no more actual planning going on than heretofore, a great many sketches and preliminary drawings are being made which foreshadows an unusual amount of spring work. The opening of the New York Stock Exchange has undoubtedly helped a great deal toward restoring confidence. Many clients having large investments in stocks who had held off on going ahead with their building plans during the interim of the closing of the exchange have ordered work to begin immediately. Speculative building especially has taken a big brace as many large operations have already been undertaken, and the outlook for residential and commercial work is very bright to say the least. The rate of money stands about the same, but the prevailing opinion is that money will shortly loosen up considerably. Taken altogether the architects do not see any reason why 1915 should not start with a rush and continue so throughout the year.

Reports are similar from other eastern cities where large sums of money are accumulated and which naturally seeks investment in the most profitable way. The recent railroad rate decision figures to a considerable extent in all eastern predictions of building revivals. The general opinion is that business will be helped by increased revenues earned by the railroads.

The Inch Board

The inch board is the most important single item in the lumber industry, and the general prevalence of the inch board together with the ease with which it may be obtained has led to its adoption for many uses that primarily called for other thicknesses. For example there is nothing unusual today about seeing church pew ends, barber chairs, frames and other thick work made up from inch boards glued together into whatever thickness is desired. This is especially true in oak. In birch one may find thick stock used for arms and frames more commonly than in oak, and now and then one finds the thick stock in oak, but there is enough use of inch boards built up into thick stock to cause some wonder as to just why it is.

During the winter there have been calls for thick oak, which have brought out the fact that as a rule there is a very limited quantity of thick oak made, the greatest percentage being inch boards. Buyers seeking wagon and implement stock have cleared up in some of the hardwood lumber centers such items as 2½, 3, 3½ inch oak plank, and while this created a little flurry in the lumber situation, it is found after a thorough investigation that a demand that would clean up all of such thick oak would really take up only a small percentage of the oak lumber stock on hand.

The inch board is a much more important item in the lumber trade today than it was ten or twenty-five years ago. In the days gone by there were periods when inch oak was made only in limited quantities and most of the accumulation came from siding and from reducing logs to specific dimensions. In the earlier days many of the boards were made two inches thick and three inches and a fair percentage 2½, 3½ and 4. Today when one compares the total of thick planks with the lumber cut, the item is rather insignificant.

There are several explanations for this change in lumber stock dimensions and for the general prevalence of the inch board. There is not so much call for thick oak as formerly. Thick oak was used for all kind of tanks, tubs, hogsheads and vat work much more extensively than it is today. When this call was general nearly every oak mill cut much of its best stock into thick oak planks, and a fair percentage of the common stock into two inch oak and even a fair share of three inch oak for bridges and railroad crossing planks.

Today the best demand for high-grade thick oak is for flitches to be made into quartered veneer. Naturally the man who has good stock for thick oak is inclined to reduce it to quartered flitches and market it green to some veneer mill, or put in a veneer saw and work it up himself. This demand consumes much oak that originally went into thick planks. Meantime the market for thick oak has been so erratic and uncertain from year to year that some millmen have become afraid of it. At certain periods in the past those who have had a stock of thick oak at the right time have made a sort of killing with it, but this happens only once in a while and between times it is often found expensive to carry. The result is that people turn more to inch oak and today the inch board is easily the biggest thing in the oak lumber market.

Whether the inch board should continue in this prominence or whether other thicknesses should be used is a question that needs serious attention on the part of the lumber fraternity. This question may take in many other hardwoods than oak. The inch board has become such a habit in all lines of hardwood that when there is a slow period and an accumulation of stock it is always found that the biggest part of this burden is in inch boards.

It is time for the lumber manufacturing fraternity to make a careful study of the consumption of lumber in the various lines of importance to the end that there may be obtained some guiding light as to the comparative quantity which should be made in inch boards and in other thicknesses. Now and then we see evidence of a need for various other thicknesses which give a hint that profit might accrue from a more careful study of the needs of the country.

The inch board is an easy thing to make and it is so standardized that it is sure of a market at some price some time or other. This is easily the explanation of why we have so many inch boards, but it is not a good enough reason in this age of analytical study and specializing. The first advance scored in the lumber market the past fall was in 5/4 and 6/4 gum boards, not inch boards. The box factory trade needed boards for resawing that were a little thicker than the regular inch stock, and those who had been thoughtful and forehanded and had cut a fair percentage of 5/4 and 6/4 boards found the first and best market, and even today where there is a demand for this thickness it generally carries with it a better price comparatively than is offered for inch boards.

Only one modern sawmill is operated in the territory of Hawaii.

In district 4 of the Forest Service, with headquarters at Ogden, Utah, lightning caused thirty-six per cent of this year's fires and campers twenty-seven per cent.

As showing the possibilities for tree growth in regions where irrigation has to be depended upon, it is pointed out that Boise, Idaho, has as many as ninety-four different kinds of ornamental and shade trees.

Interesting Traffic Developments

A hard fight is being made to prevent an increase in the hardwood rates between Helena, Ark., and Omaha, Neb. In a brief submitted to the Interstate Commerce Commission last week the complainants state that the respondents have glossed over the proposed action without making any point in its justification. The carriers propose an increase of the rate from nineteen to twenty-four cents. It is proposed to take Helena out of the Memphis group, where it has been from the time of the first tariff, and put it in the next higher group. It is stated that this rate will destroy the business now being done between the Helena district and Omaha territory. The trade is principally in cottonwood and gum. The case will be argued before the commission January 13.

The Ferd Brenner Lumber Company of Alexandria, La., has submitted a brief in its case against Morgan's Louisiana & Texas Railroad and Steamship Company. The question involved is that of awarding reparation on transit logs from points on the Alexandria branch of the defendant carrier. The claim of the carrier that an effort is being made to make transit privileges retroactive, is denied. The impracticability of describing the various kinds of hardwood logs from points on the defendant's line is gone into fully. The carrier claims that the different kinds of logs should have been listed on freight bills. This the lumber company says it cannot do as most of the cars are shipped from stations where no agent is maintained. The provision requiring the specification of the kind of wood is declared to be unfair. All logs handled are oak, ash, hickory or gum. The milling-in-transit rates are attacked as unreasonable and the tariff provisions for back hauling are inadequate, it is said.

Much commendation is heard at the Forest Service of the action of Governor Walsh of Massachusetts in suspending the open hunting season because of the drouth which made the danger of forest fires unusually great. This action is being called to the attention of the governors and conservation commissions throughout the country in the hope that similar action will be taken, if not this year, in the future.

In many states great damage has been caused by allowing hunters to enter the forests when they were like tinder boxes. Fires almost certainly result and thousands of feet of timber are destroyed.

Discussion of the adoption of the metric system is again attracting considerable attention in Washington. Representatives and senators from the lumber districts are not in favor of any legislation to this effect. It is certain that there is enough strength in Congress to defeat a bill of this kind if it should come up. It is being argued that now is just the time that a change in the system of weights and measurements could be made with least annoyance. With the volume of European business and home trade at the lowest points in years, sawmill and other machinery could be adjusted to new measurements at a minimum of inconvenience, it is declared.

Reparation has been granted in the following cases before the Interstate Commerce Commission, which are of direct interest to the hardwood industry:

American Lumber and Export Company versus Louisville & Nashville Railway; Crockett Lumber Company versus Central of Georgia; I. Lurya Lumber Company versus Chicago & Eastern Illinois; W. E. Thomas Lumber Company versus the Atchison, Topeka & Santa Fe; Castleman Bros. Timber Company versus Chicago & Alton; Ozark Cooperage and Lumber Company versus Frisco; Clearfield Lumber Company versus Chesapeake & Ohio; Foster Lumber Company versus Atchison, Topeka & Santa Fe; Roddis Lumber and Veneer Company versus Detroit, Grand Haven & Milwaukee Railway Company; Stout Lumber Company versus Chicago, Rock Island & Pacific; Paine Lumber Company versus Lake Shore & Michigan Southern; Bord Bros. versus Louisville & Nashville; Bristol Door and Lumber Company versus Norfolk & Western; Wm. Foerster & Co. versus Nashville, Chicago & St. Louis; South Texas Lumber Company versus Missouri, Kansas & Texas; Saginaw Lime and Lumber Company versus Louisville & Nashville; H. Marks versus Louisville & Nashville; Bristol Door and Lumber Company versus Norfolk & Western; Krauss Bros. Lumber Company versus Yazoo & Mississippi Valley; Goshen Veneer Company versus Illinois Central; Butterfield Lumber Company versus Illinois Central; J. W. Darling Lumber Company versus Louisiana Railroad and Navigation Company; American Tie and Timber Company versus Pennsylvania Company; Gulf Refining Company of Louisiana versus Kansas City Southern; Louisiana Red Cypress Company versus Texas & Pacific; John Dulweber Company versus Yazoo & Mississippi Valley; Natalbany Lumber Company versus Illinois Central, and Krauss Bros. Lumber Company versus Yazoo & Mississippi Valley Railway.

The case of the Bryant Lumber Company against the Chicago, Rock Island & Pacific has been dismissed by the Interstate Commerce Commission. The case of the Grand Rapids Lumbermen's Association against the Grand Rapids & Indiana, has also been dismissed.

In the case of Dierks & Sons Lumber Company versus the Missouri Pacific, the carrier has been ordered to pay reparation on account of a discriminatory switching charge at Kansas City.

The claim of the Berthold & Jennings Lumber Company of St. Louis against the Alabama, Tennessee & New Orleans railway has been dismissed. Unreasonable rates on hardwood lumber were claimed. The case of J. G. Kulzer versus the Great Northern Railway has been decided in favor of the carrier. It was alleged that charges had been collected on excessive weights.

A complaint in which reparation is demanded has been submitted by the Vaughn Lumber Company of San Antonio against the Louisiana & Arkansas railway.

Forest Products Federation

The committee of five appointed at the preliminary meeting of lumbermen on December 17 to make arrangements for the mass meeting on February 24 and 25, held a conference recently in Chicago. On behalf of the various associations and interests represented, the committee has developed preliminary plans for bringing to a head at the coming mass meeting the various subjects and problems connected with the promotion of lumber. The enthusiasm displayed is equally strong among producers and distributors, and there is great promise that a definite policy will be developed in promoting wood, both independent of, and in competition with substitutes.

The general committee at its meeting appointed E. A. Sterling, forest and timber engineer of Philadelphia, to act as secretary in arranging the program and publicity for the February meeting. R. S. Kellogg, the new secretary of the National association, will act as treasurer of the federation and take an active part in the arrangements.

The committee also appointed five standing committees which will report definitely on as many subjects to the mass meeting on February 24 and 25. Announcement will be made of the personnel of these committees as soon as acceptances are received to the appointments made. The committee of five in itself becomes essentially an executive committee in control of all arrangements.

Of 2,000,000 sheep annually grazed in the state of Utah, more than 1,000,000 are on the national forests, or, including lambs which are fattening for market on the forest ranges, over 1,750,000.

In addition to his own fire detection system, the supervisor of the Palisade national forest, Idaho, was notified of each fire by from five to ten different local settlers, who thus showed their coöperation in working for fire suppression.

JOHN W. McCLURE, PRESIDENT

S. M. NICKEY, FIRST VICE-PRESIDENT

FRANK MAY, SECOND VICE-PRESIDENT

Meeting of Traffic Association

The second annual meeting of the Southern Hardwood Traffic Association was held at Memphis, Tenn., January 5, with sixty-five firms represented and more than eighty-five per cent of the total membership. A luncheon was served, reports by retiring officers were received, and as the result of an election, officers for the ensuing year were chosen as follows:

PRESIDENT, John W. McClure, Bellgrade Lumber Company.
FIRST VICE-PRESIDENT, S. M. Nickey, Green River Lumber Company.
SECOND VICE-PRESIDENT, Frank May, May Brothers.
DIRECTORS, George D. Burgess, Busse & Burgess, Walker Wellford, Chickasaw Cooperage Company, Elliott Long, R. J. Darnell, Inc., and William Pritchard, J. W. Wheeler & Co. George Land of the Lamb-Fish Lumber Company holds over for another three-year period. This makes five new directors and these, with the ten holdovers, compose the governing board of fifteen.

The following were among the speakers at the meeting: Frank F. Fee of the Fee-Crayton Hardwood Lumber Company, Dermott, Ark., who advocated a strong merchant marine by the United States; John M. Woods, East Cambridge, Mass., who explained the reasons for his belief that business conditions are improving, and H. J. Dudley of the Dudley Lumber Company, Grand Rapids, Mich., who directed his remarks to the railroad situation, particularly in southern Michigan.

THE PRESIDENT'S REPORT

A history of the association's activities during the past year was summarized in the reports read by the president, George D. Burgess, and Secretary J. H. Townshend. An epitome of the president's report follows:

The association is two years and five months old, and has been pre-eminently successful in making money for its members. During the past year seven complaints and three applications for suspension of tariffs were filed with the Interstate Commerce Commission. One of them, that of the Bellgrade Lumber Company, was decided in favor of the association, and one, the Anderson-Tully case, was decided adversely. Another important case, which covers advances from Arkansas, Louisiana, and Memphis to Ohio river crossings, and all points west of the Mississippi, is expected to be decided in the immediate future.

For more than a year negotiations have been under way between the association and the I. C. and the Y. & M. V. railroads to put into effect a yarding arrangement at Memphis which will enable dealers to bring lumber to Memphis and handle it on a proportionate through rate. There is now some prospect that the plan will be worked out in a satisfactory manner.

On January 15 a very important hearing will begin at Memphis. It relates to a general advance to the Ohio river crossings averaging eighteen per cent. The board of directors has secured the services of Attorney Luther M. Walters of Chicago to assist the association's attorney, John R. Walker, in presenting the case at the hearing.

It was suggested that the association authorize the secretary to route the shipments. This would give the organization a great leverage with the railroads, and it could be done without danger of falling foul of anti-trust laws.

President Burgess expressed confidence in the business outlook and saw no ground for discouragement with the prospects. The tide that has so long been ebbing has at last turned and is again setting toward prosperity.

REPORT BY THE SECRETARY

Secretary Townshend's annual report goes into the details of the work done by his office during the past year. The period included is that from January 1, 1914, to January 1, 1915:

It was announced that on February 17, according to the ruling of the Interstate Commerce Commission in the Bellgrade Lumber Company case, the new rates will become effective. These rates apply to oak and other hardwoods to bring them down to those in force on gum from points north of the Southern railway in Mississippi, and those south of that line; that is, eleven and ten cents respectively. It is figured that the reduced rates will save $17,000 a year to Mississippi lumber shippers.

During the year the association collected claims for its members amounting to $14,310, and returned as not collectable claims aggregating $1,064. Some of these claims were barred by the statute of limitation. At the present time the association has pending claims amounting to $10,734. The majority of these claims had already been handled by members.

The members of the association have distributed several thousand copies of a book, "The Lumber Industry and the Railroads," written by the association's attorney, John R. Walker. The book deals with the five per cent advance in rates which was recently granted the railroads north of the Potomac and Ohio rivers. The association opposed the advance and was one of the few lumber associations that did so.

During the past year the officers of the association have been active in an endeavor to secure better weighing conditions. The results of these efforts are apparent in better conditions than were ever before enjoyed in the history of the lumber industry.

The members depend more and more upon the secretary for rates, and in a number of instances he is quoting members all the rates they use.

The Interstate Commerce Commission in a recent decision held that shippers were entitled to an allowance of 500 pounds dunnage on logs as well as lumber. When that decision came out, the association at once took the matter up with the carriers and succeeded in procuring the allowance in a number of cases, and the prospects are encouraging that all carriers will make the allowance.

It has not been customary for carriers to post at their stations notices of embargo, and that has worked hardships for some of the lumber com-

panies. This matter is now before the Interstate Commerce Commission, and it is believed that it will be adjusted in a few months.

A bill introduced in Congress to amend the Harter law makes the owner, manager, agent, or master liable for loss or damage arising from force or error in navigation or management of vessels. The measure has received the hearty support of the exporting members of the association.

The secretary announces that he is prepared to answer questions and furnish information regarding the scope and workings of the Federal Trade Commission which recently came into power. Many inquiries have been received concerning the new law under which the commission acts.

The standard bill of lading, which allowed four months within which to file damage claims, was upheld by the Supreme Court more than a year ago. Many lumbermen had suffered on account of the short time allowed for filing these claims. Lumbermen are now all familiar with the fact that claims must be submitted promptly.

The members of the association have been advised to insist upon six per cent interest in the settlement of all overcharge claims.

A motion offered by F. F. Fee concerning a merchant marine measure received the unanimous support of the members. The motion provided for a committee of three to digest the present shipping laws and the bill now before Congress to form a $30,000,000 shipping corporation. The committee appointed in compliance with the terms of the motion consisted of J. W. McClure, Elliott Lang and F. F. Fee.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B 844—Wants to Know Difference in Strength Between Black Walnut and Red Birch

Springfield, Mass., December 22.—Editor HARDWOOD RECORD: Can you advise us the difference in strength between black walnut and red birch?

———.

HARDWOOD RECORD has replied to this inquiry as follows:

Red birch, according to the only available figures on this question, as prepared by Sargent, is 31 per cent stronger and 35 per cent stiffer and more elastic than black walnut. Of course, walnut is strong enough and stiff enough for ordinary purposes as instanced in the old-fashioned furniture which has been handed down from generation to generation, and is still in use. The use of walnut in gunstocks is also a very rigid test.

B 845—Wants to Buy Hardwood Parts of Wheelbarrows

Milford, Mass., December 28.—Editor HARDWOOD RECORD: I am referred to you as being in position to give me information regarding mills manufacturing finished hardwood materials. What I desire is to get in touch with mills that will make for me the finished hardwood parts of a wheelbarrow. I would especially desire to communicate with mills located in Massachusetts, Vermont, New Hampshire and Maine. ———.

HARDWOOD RECORD has advised the names of a few concerns in this territory which might be in position to get out this stock, but would appreciate further information from concerns that have not already had the inquiry.—EDITOR.

B 846—Basswood Logs for Export Sought

Ansonia, Conn., December 30.—Editor HARDWOOD RECORD: Can you place us in touch with a source of supply for several million feet of basswood logs for export for Europe? These must be freshly felled, unfloated and free from knots on the surface, straight and unpeeled, 7 to 26 inches in diameter and in lengths of 7 to 10 feet. ———.

It would appear from the above that either northern or southern basswood would be acceptable, and anyone having it to offer can have the address of this prospective customer by writing HARDWOOD RECORD.—EDITOR.

B 847—Wants Market for Basswood Cores

New York, N. Y., January 5.—Editor HARDWOOD RECORD: We are in position to furnish carload lots of basswood cores. These cores are from good, sound basswood logs, and would all be sound. They are 3 feet long and 5 inches in diameter. Do you know of anyone who would be interested in these? ———.

HARDWOOD RECORD advised that in its opinion the best uses of cores, particularly in basswood, would be in the manufacture of excelsior, and that it would possibly pay to investigate the cost of installing plant if the supply is a continuous one, otherwise the cores should be marketable to excelsior manufacturing companies.—EDITOR.

B 848—Has Hardwood Shingles to Market

Strang, Okla., January 4. Editor HARDWOOD RECORD: I am looking for a market for walnut, white or red oak and cottonwood shingles. Will contract or fill orders in carload lots. Please notify the trade.

———.

The name of this party will be given to correspondents who wish it.—EDITOR.

B 849—Wants to Buy Hickory Golf Sticks for Export

New York, N. Y., January 5.—Editor HARDWOOD RECORD: I will be much obliged if you will give me a few names of responsible mills which are able to manufacture hickory golf sticks for export, and as you know, this stock must be perfect in every respect. ———.

Those interested will be supplied with this party's address upon application to this office.—EDITOR.

Clubs and Associations

Plans for Gum Meeting About Completed

It is announced from the office of the Gum Lumber Manufacturers' Association that two prominent speakers will address the coming annual meeting of that organization, which will be held at the Hotel Gayoso, Memphis, January 16. These gentlemen are F. R. Gadd, Chicago, who will speak on "Cost of Production" and H. D. Tiemann, United States Forest Service, Madison, Wis., who will talk on the subject of kiln drying lumber.

Secretary J. M. Pritchard has issued the following supplementary statement regarding the meeting.

We wish to extend you another invitation to attend the annual meeting, January 16, 1915. This meeting is going to be a regular old-time family gathering. We want every manufacturer of gum lumber to attend and take part in the proceedings. What we need is a real exchange of ideas among gum lumber manufacturers. We want everybody to get up and talk right out, tell in a plain, matter-of-fact way about things that have been bothering us, and explain how we have overcome difficult problems.

Never before in the history of the lumber business has there been such urgent need of co-operation between lumbermen. There should not only be co-operation between lumbermen, but we should go a step further and co-operate with the consumers of lumber. There are many ways in which the lumbermen and the consumers of lumber may work together for their mutual benefit. Heretofore lumbermen have not considered it necessary to help solve the problems of the consumers, but it is clear that by working together mutual benefit will be derived and a friendly rather than an antagonistic feeling will be brought about between these two branches of the lumber industry.

Memphians to Hold Meeting Prior to Gum Convention

The Lumbermen's Club of Memphis has announced that it will hold its installation meeting at the Hotel Gayoso, Friday evening, January 15, and that it will entertain at that time all of the delegates to the annual of the Gum Lumber Manufacturers' Association, which is to be held the following day. Saturday, January 16, is the date for the regular meeting of the club and it was originally planned that the officers chosen at the recent annual election should be installed on that day. In view of the fact, however, that this meeting would occur on the same date as the annual of the Gum Lumber Manufacturers' Association, it was decided to hold the meeting Friday evening. It was also the desire of the officers and members of the Lumbermen's Club of Memphis that the delegates to the Gum Lumber Manufacturers' Association should be entertained and this, as already suggested, will be done. It is anticipated that this will be an unusual meeting of the club. All newly elected officers will be installed and the retiring ones will submit annual reports. In addition to these, it is planned to have an address by Chas. Coolidge Parlin, manager of the division of Commercial Research, who is connected with the Curtis Publishing Company, Philadelphia. He will talk on the general subject of "Merchandising" with particular reference to the best means of proceeding with the opening of new markets. He will deal extensively with the question of publicity as a means of broadening the outlet for goods of almost every description.

Call for Meeting of Yellow Pine Manufacturers

HARDWOOD RECORD is in receipt of the following communication from John L. Kaul, chairman of the recently formed organization of yellow pine manufacturers:

To Yellow Pine Manufacturers:

Pursuant to the resolution at mass meeting of yellow pine manufacturers held at New Orleans on December 9, to adjourn to meet on call of the chair, I am hereby issuing call for such meeting to be held in New Orleans, La., at the Grunewald hotel, at 10 a. m. on Tuesday, January 19, 1915.

The purpose of this meeting is to effect the final organization of the Southern Pine Association, and you are urgently requested to answer the call by your presence in New Orleans at the time and place mentioned.

It is requested that you see as many of your neighbors as possible, and urge upon them the importance of attending this meeting.

Hemlock and Hardwood Association Issues Program of Annual Meeting

R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, has just gotten out an attractive program covering the proposed proceedings of the sixth annual meeting of that organization to be held at the Hotel Pfister, Milwaukee, Wis., January 26-27. The order of business will include many interesting numbers and the speakers will be men recognized in their respective lines. Among the reports and

addresses will be an address on "Traffic Service," by E. G. Dahlberg, St. Paul, Minn.; "The National Lumber Manufacturers' Inter-Insurance Exchange," by Chas. F. Simonson, Chicago. "Compensation Insurance and Its Cost Under the Wisconsin Law," by Chas. H. Crownhart, Madison, Wis.; "The Assessment of Timberlands in Wisconsin," by W. A. Holt, Oconto, Wis.; "The Forest Products Federation," by R. S. Kellogg. "Camp Missionary Work," by Matt Daly, Duluth, Minn.; "Manufacturing Lumber to Fit the Needs of Consuming Factories," by W. W. Brown, Two Rivers, Wis.; "Manufacturing Birch for Interior Finish," by Enos Colburn, Green Bay, Wis.; "Timber Utilization," by O. T. Swan, Washington, D. C.; "The Effect of Carrying Charges Upon Timber and Lumber Values," by C. H. Worcester, Chicago. In addition there will be a discussion of "Realization Values in Lumbering."

New officers will be elected for 1915. In the evening of Tuesday, January 26, there will be a dinner at the Hotel Pfister and theater party at the Majestic for members, their wives and guests. This will be followed by a smoker at the Schlitz for the men.

Association Secretary Changes

Two important changes in lumber association secretaryships occurred on the first of the year. John E. Rhodes resigned as secretary of the National Lumber Manufacturers' Association to take a similar position with the recently-formed Southern Pine Association, and R. S. Kellogg succeeded Mr. Rhodes in the national body, and at once tendered his resignation as secretary of the Northern Hemlock and Hardwood Manufacturers' Association.

Both of these men bring abundance of experience to their new positions. Each is in the prime of life, at the age of forty. Mr. Rhodes is a native of Ohio, Mr. Kellogg of New York, but both left these states in early life.

J. E. RHODES, SECRETARY OF THE NEWLY ORGANIZED SOUTHERN PINE ASSOCIATION.

Mr. Rhodes was educated at the University of Minnesota and began his business life as a stenographer in the service of the Northern Pacific Railway, and soon after accepted a position in the office of the Great Northern Railway at St. Paul. At his next move he became purchasing agent for the Minnesota Logging Company. Soon after that period he tried his hand at newspaper work by becoming a reporter on the Minneapolis *Tribune*. In 1898 he became associated with the Mississippi Valley Lumbermen's Association, and the next year he was appointed secretary of that association, and remained in that position until the consolidation of that organization with the Wisconsin Valley Lumbermen's Association, under the name of the Northern Pine Manufacturers' Association. He became the secretary of the new organization, and served also as secretary of the Northwestern Hemlock Manufacturers' Association. He did efficient work at Washington during the fight for tariff on lumber in 1909.

He was again in newspaper work, connected with the *Tribune*, and served also at St. Paul as secretary to Frederick Weyerhaeuser. In 1912 he was appointed secretary of the National Lumber Manufacturers' Association, with headquarters in Chicago, and held the position until the beginning of the present year.

Mr. Rhodes married Miss Louise Robinson, of Minneapolis, in 1898. When he assumes his new duties at the headquarters of the Southern Pine Association, he will make his home in New Orleans.

Royal S. Kellogg became a resident of Kansas when eight years old and began facing the realities of life as a cowboy on the plains. After completing the course of the public schools, he entered the Kansas State Agricultural College at Manhattan, from which he graduated in 1896. Three years later he took a post-graduate degree at the same institution. He spent one year as a district school teacher in Kansas, and early in 1901 he entered the United States Forest Service and during the next nine years he did excellent work for the service. A number of valuable reports published during that period were largely the result of his planning and labor. One of these was the series of yearly reports of the country's lumber output. He made studies of tree planting and forest conditions in a number of localities in the West. Later he visited Alaska and wrote a report on forests in that northern country.

In the spring of 1910 Mr. Kellogg resigned from the Forest Service to accept the secretaryship of the Northern Hemlock and Hardwood Manufacturers' Association, with headquarters at Wausau, Wis., and held that position until his recent resignation. The best commentary on his association work is contained in the fact that he has been called to a larger and more important field.

In 1901 Mr. Kellogg married Miss Clara Fry, of Bentonville, Ark., and their two children, Ernest and Gifford, are aged eleven and three respectively. Mr. Kellogg's successor as secretary of the Northern Hemlock and Hardwood Manufacturers' Association has not yet been announced.

Interest in Manufacturers' Convention Increasing

Every indication is that the annual convention of the Hardwood Manufacturers Association, which is to be held at the Hotel Sinton, Cincinnati, January 28 and 29, will be a record-breaker in attendance. Secretary Weller of the association states that in his travels he finds an unusual interest in the meeting this year, due to a strong desire on the part of all lumbermen and consumers to get together and talk things over.

In view of this, the program makes provision for a general discussion of business conditions in which all those on the floor of the convention will participate. There will be no resolution passed or concerted action taken, the idea being entirely to develop a free and open discussion of the situation to bring out individual views.

Another subject that will be discussed on a scientific basis but in language easily understood by the lumbermen will be that of cost accounting, by L. V. Estes of Chicago. Mr. Estes is widely known in sawmill circles and has specialized on this subject for years.

Another subject of prime importance will be handled by H. S. Graves, United States forester, who will speak on present day forest problems. Mr. Graves will incorporate in his address a vast amount of useful information that he has gathered in his work as government forester.

R. S. KELLOGG, SECRETARY NATIONAL LUMBER MANUFACTURERS' ASSOCIATION.

The one vacant place remaining on the program is an address explaining the new banking law and its effect on general business. The name of the speaker will be announced later, and he will be one of national prominence and amply able to discuss the new currency law from the foundation to the many intricate technical details that arise in its application.

Important Conference

A special meeting of the executive committee of the National Hardwood Lumber Association was held Tuesday, January 5, at the association headquarters, in response to a request from the Federation of Furniture and Fixture Manufacturers which is composed of over five hundred of the largest hardwood lumber buyers in the United States.

The conference occupied most of the day and Secretary Fish states that there will be further meetings during the present month, and that the object of these conferences is to bring about a better understanding and closer co-operation between the National Hardwood Lumber Association and the Federation of Furniture and Fixture Manufacturers.

St. Louis Exchange Elects Officers

The election of the officers of the Lumbermen's Exchange of St. Louis, held in the rooms of the exchange on January 4, resulted as follows:

PRESIDENT—Charles E. Thomas of the Thomas & Proetz Lumber Company.

VICE-PRESIDENT—E. H. Luehrmann of the Chas. F. Luehrmann Hardwood Lumber Company.

DIRECTORS—F. H. Smith, Smith-Suehme Lumber Company; William Lothman, Jr., Lothman Cypress Company; Henry Boeckeler of the Boeckeler Lumber Company; Thomas E. Powe, Powe Lumber Company; W. W. Milne, Milne Lumber Company; Franz Waldstein, Waldstein Lumber Company; F. C. Moser, Moser-Eppler Lumber Company.

ARBITRATION COMMITTEE—T. J. Noser, Noser-Eppler Lumber Company, chairman; J. L. Benas, Waldstein Lumber Company; C. E. Hascall, Pickrel Walnut Company; Louis Krug, Krug Lumber Company; Alcee Stewart, Alcee Stewart & Co.

On Tuesday, January 12, the new board of directors will hold a meeting to elect a secretary and appoint a treasurer. The present secretary, Walter D. Dodd, who has made one of the best secretaries the exchange has ever had, will be re-elected and the present treasurer, W. W. Milne, will be named as the treasurer. It is a custom to name one of the board of directors to act as treasurer and as Mr. Milne is again on the board, he will be named to succeed himself.

Philadelphia Exchange Holds Reunion

The Philadelphia Lumbermen's Exchange held its social get-together reunion and entertainment at the exchange rooms on the last afternoon of the old year. A large representation was present and after a Lucullian luncheon in Griffith hall, a select vaudeville show was enjoyed. The office and entertainment committee in charge is composed of John E. Lloyd chairman, Herbert P. Rounsom, F. V. Dudley, Joseph Hyde and Ralph Souder.

Monthly Meeting Cincinnati Lumbermen's Club

The Lumbermen's Club of Cincinnati held its regular monthly meeting at the Hotel Metropole, January 4, an unusually large and enthusiastic membership being out. General conditions were discussed and brought out a very optimistic feeling among the lumbermen. All were firmly of the opinion that the turning point for the better has been reached and that within sixty days or sooner there will be an excellent demand for lumber. No one present had any fear for the future and all statements were to the effect that business already shows much improvement.

The report of the river and rail committee occupied much time. Guy M. Freer, traffic manager of the Chamber of Commerce, was present and reported result of the recent conference at Chicago, to which meeting he accompanied the club's special committee, consisting of Emil Thoman, B. F. Dulweber and Charles Morris. These gentlemen with others will attend all other meetings of lumbermen and are prepared to offer testimony to counteract the railroads' contention for further increases in freight rates on lumber from both southern points and from Ohio river crossings. They believe that there is a good chance in co-operation with other lumber club and association committees to hold down at least some of the proposed advances.

One important matter decided at this meeting was the enlargement of the club's membership, a change in the constitution being made whereby retail lumbermen can now be admitted as members. The membership committee expects to gain a number of good hens for the roster.

The club as usual will take a prominent part in the coming convention of the Hardwood Manufacturers' Association which will meet here at the Hotel Sinton January 28 and 29. The entertainment committee will have club headquarters during the convention for the reception of all visitors and there will be plenty of cigars, etc., for the visitors. The club's committee will also assist the association in the feature entertainment. Every lumberman here will be a booster for the convention and do all possible to make it the big success it always is.

With the Trade

Harry Saxton Returns to Knoxville

H. N. Saxton, formerly manager of the Knoxville Saw Mill Company, Knoxville, Tenn., who left Knoxville when that mill was destroyed by fire has returned and opened offices in the East Tennessee Bank building. He will export and deal in general lines of lumber. Mr. Saxton has gained a very close personal acquaintance with nearly all of the foreign buyers during his business career, as he has made forty different trips abroad in the interests of his former concern. Mr. Saxton states that at present he is doubtful whether or not he will build his mill as he has a large acquaintance among southern hardwood manufacturers and is in position to handle hardwoods to advantage.

Change in Mershon's New York Organization

Harry J. Strong, formerly of Saginaw, Mich., who for several years has been the personal assistant of John D. Mershon, will be in full charge of the New York office of that organization. William D. Mershon has sold his interests and retired from the firm. The company's offices are located at 1 Madison avenue.

Mr. Strong's long experience peculiarly fits him for his new position. He has made a great many friends in New York through his connection with the Forest Products Exposition in 1914. At that time Mr. Strong was in continuous attendance at the exposition at the Grand Central Palace explaining to visitors the various articles in the redwood exhibit.

The John D. Mershon Lumber Company is the exclusive eastern sales agent for the Pacific Lumber Company and handles the stock of that organization through its various offices and salesmen for all territory east of the Rocky Mountains, both in Canada and the United States.

Carr Lumber Company Completing New Mill

It is announced by the Carr Lumber Company of Pisgah Forest, N. C. that plans for the company's new mill at that point will be ready about the middle of January. Plans will provide for a plant with double the capacity of the present mill. The Carr Lumber Company is cutting timber from the famous George W. Vanderbilt estate under a definite contract made some time ago.

Columbia Hardwood Lumber Company Buys Arkansas Properties

One of the most important transactions in this immediate territory in some time is the purchase by the Columbia Hardwood Lumber Company, Chicago, of the bankrupt properties of the Pemiscott Lumber Company, near Proctor, Crittenden county, Ark. The consideration was $62,500. The property consists of 2,500 acres of timberland, mostly oak and gum, and three sawmills. There is also a dummy railroad connecting with the Iron Mountain and a tramroad which makes direct connection with the river. This transaction was negotiated by L. T. FitzHugh, attorney for the purchasing firm. He is authority for the statement that the machinery will be overhauled at once and that operations will be resumed with the opening of spring. The Pemiscott Lumber Company went into bankruptcy about a year ago. Much local interest attaches to this transaction for the reason that it is understood that the Columbia Hardwood Lumber Company will open offices in Memphis.

Henry Maley Lumber Company Constructing New Plant

Active preparations have been begun by the Henry Maley Lumber Company for its new plant at Jackson, Miss. This company some time ago decided that it would remove its plant from Yazoo City to Jackson. It secured a site at that point and it has put a force of men to clearing this. It has secured eleven acres of ground. It is stated that the mill at Jackson will be of practically double the capacity of that formerly at Yazoo City. There was some discussion on the part of this company of operating at both Yazoo City and Jackson, but it has been decided to transfer the entire machinery of the company to Jackson. This firm operates quite extensively in Indiana, having mills at Evansville, Edinburg and Columbus.

Cincinnati Plant to Be Sold During Manufacturers' Convention

Henry C. Ezekiel, realty broker of Cincinnati, O., announces that the trustee's sale of the Maley, Thompson & Moffett Company's hardwood veneer and sawmill plant at Cincinnati will take place on the first day of the Hardwood Manufacturers' Association convention at Cincinnati on January 28. This sale will dispose of real estate, concrete and brick buildings, electric driven machinery, boilers, engines, motors and the entire equipment as an entirety. The sale will be by sealed or open bids. Property will go to the highest bidder without reference to former cost or present value, subject to approval of creditors and confirmation by the United States district court at a meeting to be held in the office of the Hon. Charles T. Greve, referee in bankruptcy. Sale will be opened at 3 o'clock p. m.

Welsh Lumber Company Increases Yard Space

The Welsh Lumber Company, Memphis, Tenn., one of the newer concerns of that community, has taken over the offices and yards of the C. D. Hendrickson Lumber Company, South Memphis, which is adjacent to its present yards. The company's offices were formerly in the Randolph building, but have been moved to the new quarters.

C. M. Greene, formerly of Lee Wilson & Co. and the Coulson Lumber Company, has been with the Welsh Lumber Company since the first of the year.

The offices of the C. D. Hendrickson Lumber Company will be moved downtown from South Memphis.

Aberdeen Lumber Company Opens Chicago Office

R. S. Utley, who for several years has been handling the business of the Aberdeen Lumber Company of Pittsburgh, Pa., in Chicago and adjacent territory, is in charge of the office at 19 South La Salle street, which has just been opened by that company. The increasing volume of business in this territory has made the establishment of such headquarters necessary.

Large Fire in Philadelphia Yard

A terrible fire caused, is the supposition, by a spark from a passing locomotive, visited the extensive lumber yard of Charles Este Company, Inc., Glenwood avenue and Twentieth street, Philadelphia, on the morning of January 3. The yard, which is one of the largest in Philadelphia, with its immense drying sheds stocked with some of the rarest and most valuable hardwoods ever collected and which for age, length and width were remarkable, became an easy prey to the flames and was rapidly consumed. The flames leaped across Glenwood avenue and down Twentieth street and destroyed seventeen dwelling houses, causing altogether an estimated loss of about $1,000,000.

Camden Firm Suffers Loss by Fire

C. B. Coles & Sons Company, extensive sash and door and lumber concern of Camden, N. J., was the unfortunate victim of a nearby fire on January 3. It is supposed that a lighted cigar carelessly thrown on the floor of the Kaighn's Point ferryhouse, started a fire running into a loss of about $500,000. The flames gutted the ferry building, destroyed a large number of passenger cars of the Philadelphia & Reading Railroad Company adjoining, then spread to the Coles plant, a large part of which was wiped out, causing a damage placed at about $150,000.

Half a Million Spent by Stearns in Freight

The magnitude of the business done by the Stearns interests of Ludington is indicated by the sum paid out for freight for the year ending November 30, 1914. The sum so expended approximates one-half million dollars, or, to be exact, $469,952.94. This amount, together with the sum paid for labor during the past year, amounts to nearly one million dollars. The amount paid out for freight covers the charges on 13,116 carloads both coming in and going out of Ludington. This does not include several million feet of lumber and 175,000 barrels of salt shipped by boat.

The inbound freight amounted to 7,918 cars divided as follows: Logs, 6,745 cars; coal, 445 cars; cooperage, 54 cars; miscellaneous, 72 cars; lumber, 602 cars. This, with the exception of coal, represents raw mate-

rial brought to Ludington for manufacture and calling for a further expenditure of labor and money before being ready for market. The outbound shipments totaled 3,507 cars and this was divided as follows: Lumber, 1,970 cars; salt, 1,537 cars.

When it is considered that this tremendous business was carried on during a year of nation-wide uncertainty and depression in business, its magnitude can be better appreciated. In spite of quiet business conditions all over the country, the Stearns interests have gone ahead with their operations and are splendidly prepared to take the fullest advantage of the business revival which is sure to come.

Large Furnishing Store Uses Gum for Window Display

Garrett Lamb, president of the Lamb-Fish Lumber Company, whose residence is at Clinton, Iowa, was in Chicago this week attending the directors' meeting of that corporation.

Mr. Lamb told a representative of HARDWOOD RECORD that the big furnishing store of Dolan Brothers at Clinton, Iowa, is about completing a beautiful window display using figured red gum panels. According to Mr. Lamb's description, the wood is showing up with remarkable beauty which reveals the result of conscientious work all the way through from the veneer lathe to the finishing.

The panels are of unusual size, being up to sixty-four inches wide and seventy-two inches high. In fact, the company had considerable difficulty in finding a manufacturing institution that had presses large enough to make them up.

The stock is all selected gum and a significant part of the whole proposition is that Dolan Brothers finally chose gum after giving careful consideration to other woods ordinarily used for this purpose.

This is surely a remarkable commentary, and one which is entirely justified, on gum. The wood will be stained Circassian walnut. The display is ninety feet long and will give ample opportunity for effectively showing off the best features of figured gum cabinet work.

A Remarkable Machine

HARDWOOD RECORD has just received a circular describing a remarkable apparatus manufactured by Lewis T. Kline of Alpena, Mich. The machine is an automatic lathe which, operated by one man for ten hours, turns out from 30,000 to 50,000 wood turnings. The remarkable part of the apparatus is its extreme versatility as the variety of turnings which the machine can make is really remarkable. Mr. Kline has established a world-wide reputation in the manufacture of these machines and also of his excelsior manufacturing appliances.

Interesting Pamphlet from Arthur D. Little, Inc.

HARDWOOD RECORD has received an interesting pamphlet from Arthur D. Little, Inc., Boston, Mass., a well known firm of chemists, engineers and managers. The pamphlet deals with various features of the present war situation as to probable effects upon our own sources of supply of raw materials, and analyzes the possibilities of this country's profiting through more intensive utilization.

Arthur D. Little, Inc., is one of the leading concerns in its line in the country. It makes a business of intensive study of plants for close utilization of resources as well as organizing plants and dealing with other questions of efficiency.

Big Lumber Company Re-opens Mill

At a meeting of the board of directors of the Lamb-Fish Lumber Company, Charleston, Miss., which was held in Chicago a few days ago, it was decided to immediately re-open the entire operation at Charleston. According to the expressed opinions of the entire directorate of this organization, the situation warrants its making this move, as the Lamb-Fish Lumber Company firmly anticipated active renewal of business, which will be gradually developed beginning with the early months of this year.

The Lamb-Fish Lumber Company is a concern manufacturing 40,000,000 feet of hardwood lumber a year under normal circumstances, and while it had an immense stock on its yards at the time it closed down at the beginning of the war, this stock of some 20,000,000 feet has been pretty badly broken and continued increase in inquiries has led the company to believe that it is good policy to replenish low supplies.

It has on its mill yard, in good condition and well protected, some 6,500,000 feet of logs, mainly oak, which, according to W. B. Burke, vice president and general manager of the company, are the finest logs that his concern has ever put in. They are especially selected and when manufactured into lumber should make a mighty attractive proposition to discriminating purchasers.

Accompanying this notice is a cut illustrating the plant of the Lamb-Fish Lumber Company, which gives some idea of the magnitude of this operation.

Sixty-second Anniversary of Mr. and Mrs. L. V. Boyle

Mr. and Mrs. Clarence Boyle of Chicago have been spending the holidays at Pasadena, Cal., where they went primarily to attend the sixty-second wedding anniversary celebrated by Mr. Boyle's father and mother, Mr. and Mrs. L. V. Boyle, at 845 Atchison street. Others members of the family who were present were Mrs. W. B. McCorkle, Chas. E. Boyle and Mrs. A. N. Brown and her sons.

The old couple are both well past eighty years of age, but are remarkably well and enjoying serene old age. They went to Pasadena four years ago from Indianapolis, where they lived most of their lives. Mr. Boyle, Sr., is a retired lumberman and was married to Miss Mary Halsted at Michigantown, Ind., where they lived at that time.

W. M. Ritter Lumber Company Re-opens Mills

During the latter months of 1914 several of the mills owned by the W. M. Ritter Lumber Company, Columbus, O., were closed. At a meeting held just before the first of the year, it was unanimously decided, on account of optimistic reports from salesmen and generally better tone and increases in prices, that it would be a wise policy to re-open these mills and this policy was put into effect on January 1.

The mills were opened on an eight-hour basis, which will cause the company to cut more lumber than it did in 1914. The running will be increased only as the sales increase.

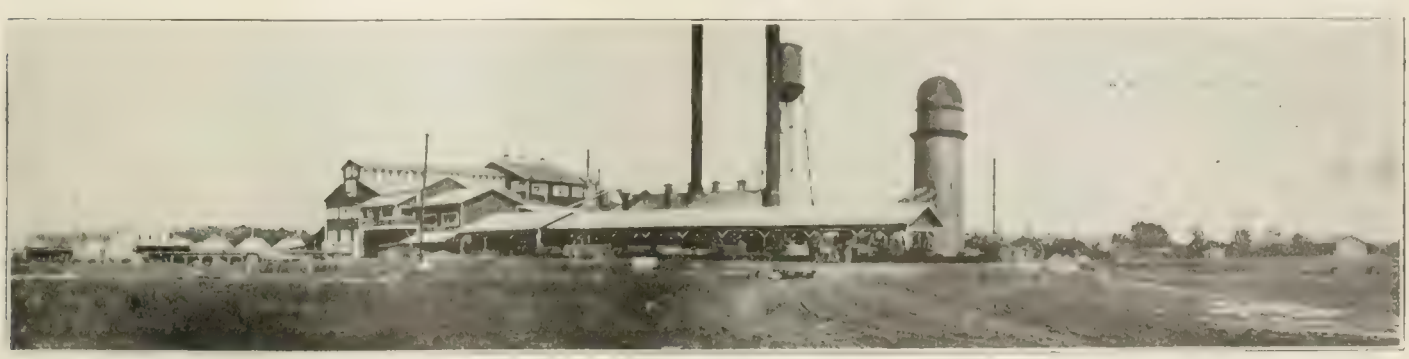
At the same meeting there were changes made in the positions of some of the employes. J. W. Mayhew, formerly sales manager, was appointed as assistant to the president; F. B. Pryor, former assistant sales manager, became sales manager; R. N. Horton, former sales manager of the central division, became assistant sales manager, and A. J. Williams, former sales manager of the eastern division, became eastern sales manager.

Pertinent Information

Lumbermen Win Export Gum Rate Case

The Southern Hardwood Traffic Association has won another signal victory before the Interstate Commerce Commission. J. H. Townshend, secretary and general manager, is in receipt of information from Washington that this body has held that, while the rate on hardwoods other than gum from Memphis to New Orleans is reasonable, a reduction is ordered from points in Mississippi to the Crescent City. All points north of the main line of the Southern Railway in that state are given a rate of 11 cents and all points below the main line of the same road in that state are given a rate of 10 cents. This decision was handed down in the case known as the Bellgrade Lumber Company et al. vs. the Illinois Central and Yazoo & Mississippi Valley roads and has been pending before the commission for quite a while.

While the Southern Hardwood Traffic Association lost so far as Memphis proper is concerned, much gratification is felt over the reduction in rates from Mississippi points. A number of Memphis firms own and operate mills in Mississippi and will thus get the benefit of the lower rates on their shipments to New Orleans for export. The principal firms here affected by the ruling are R. J. Darnell, Inc., with mills at Batesville and Leland, Miss.; the Bellgrade Lumber Company, with mill at Isola, Miss.; Russe & Burgess, Inc., with mill at Isola; Taylor & Crate, with mill at Hinchliff and the Lamb-Fish Lumber Company, with mill at Charleston, Miss. A number of other firms here operate mills in Mississippi and it is estimated that the total saving in freight will be between $15,000 and



GENERAL VIEW OF THE MAIN SAWMILL PLANT OF THE LAMB-FISH LUMBER COMPANY, CHARLESTON, MISS.

$20,000 per annum. The new rates superseding the old will become effective February 15. The reduction amounts to 1 cent per hundred pounds from Mississippi points, the rates of 11 and 10 cents, respectively, being against the old rates of 12 and 11. Thus all hardwood rates are brought to the same basis as those on gum.

The issues involved in these cases have been fought out before the Interstate Commerce Commission several times. In 1904, the organization corresponding to the present Southern Hardwood Traffic Association, secured an order from the commission not only knocking out higher rates charged by the Illinois Central and Yazoo & Mississippi Valley roads but securing a refund of the alleged excessive rates paid. In 1913 there was another effort on the part of the same roads to put rates higher not only from Memphis but from all other intermediate points. The commission held at the time that these higher rates were reasonable. Its present ruling is therefore partly a maintenance of its former position and partly a rescinding of its former ruling. This is seen in the fact that Memphis rates are pronounced in the present case to be reasonable while those from intermediate points are reported unreasonable and are ordered reduced.

A conference was held in Chicago on December 28 between representatives of the Southern Hardwood Traffic Association and committees from the lumber organizations of Cincinnati, Louisville, St. Louis, Cairo and Chattanooga. Geo. D. Burgess, president of the association, and J. H. Townshend, secretary and general manager, were among those who went from Memphis. J. R. Walker, regular attorney of the Southern Hardwood Traffic Association, and Luther M. Walter, specially employed by the association, were both present. The idea of this conference was to go very carefully over the arguments to be presented by the Southern Hardwood Traffic Association in its contest with the railroads in the efforts of the latter to advance rates from points in the lower Mississippi valley to Ohio river crossings. This will come up for hearing at Memphis January 13 and indications are that it will be one of the most vigorous contests ever staged here. The lumbermen have been very carefully preparing their evidence and data for some time and, whatever may be the outcome, it is certain that the lumber people will not lose because of any lack of preparation or thoroughness on their part.

Lidgerwood Skidder at Burton-Swartz Operations

The Burton-Swartz Cypress Company has just completed its new mill at Perry, Fla. This building is of the latest steel construction, and plant will cover approximately seventy-five acres. It is equipped with complete up-to-date machinery, which is now installed, with boilers and power plant, and is ready to start work.

The first train of logs arrived the other day at the plant from Carbur. Carbur is the head of the logging operations conducted by the Carpenter-O'Brien Company and the Burton-Swartz Cypress Company. Carbur is situated seventeen miles south of Perry, with which it is connected by a branch of the Atlantic Coast Line Railroad. The Burton-Swartz Company operates its own trains over this branch line, the railroad company having built special yards at Carbur to receive and make up these trains.

The timber around Carbur is chiefly cypress, mixed with pine. The Burton-Swartz company is now logging this tract, and is taking off the cypress, using a Lidgerwood steel spar overhead skidder.

The photograph, which shows the skidder at work, also shows part of the town of Carbur, which has a population of about one thousand.

New Book on Timber Preservation

A book which deserves and will doubtless receive a place on the desks of those interested in the preservative treatment of timber has just come from the press of the McGraw-Hill Book Company, 239 West Thirty-ninth street, New York. The author is Howard F. Weiss, director of the government's Forest Products Laboratory, Madison, Wis.

Mr. Weiss is a specialist in the field which this book covers. He has been in charge of numerous studies and investigations along all lines having to do with structural and other commercial timbers, and is thoroughly acquainted with the subject both historically and experimentally.

He has written the book in a clear, readable style which adds much to its value, for the subject has not been obscured by technical terms not easily understood by the average reader. While it is valuable to the professional timber engineer, it is of equal interest to the non-professional man who is seeking information on a subject which is constantly claiming more attention from users of treated woods.

Some idea of the scope of the work may be obtained from the chapter headings, some of which are as follows:

Factors which cause the deterioration of structural timbers.

The effect of the structure of the wood upon its injection with preservatives.

Preparation of timber for its preservative treatment.

Processes and preservatives used in protecting wood from decay.

The construction and operation of wood-preserving plants.

Prolonging the life of crossties, poles, posts, piling, etc., from decay and abrasion.

Prolonging the life of mine timbers, paving blocks, shingles, lumber and

The protection of timber from fire, alkaline soils, birds, sap stain, and sand storms.

The strength and electrolysis of treated timber.

The use of substitutes for treated timber.

A very complete list and description of various wood-preserving processes is included, together with much statistical information on subjects related to the general discourse.

The book contains 312 pages, is well printed, handsomely illustrated with pictures, diagrams and charts, is strongly bound, and sells for three dollars. The work is one of the most valuable contributions that has ever been made to this important subject; and no inconsiderable part of it is based on investigations personally conducted by Mr. Weiss.

Change in Trade Reports

With the close of 1914 the publication which, up to that time was known as "Daily Consular and Trade Reports," and was issued by the Department of Commerce, Washington, D. C., ceased to exist under that name; but a new form has been substituted. The size of the publication and its general form and style of printing have not been changed; but the publication has assumed more the character of a daily newspaper. It gets information to the public more speedily. Trade news from distant countries comes by cable and is published at once. That saves from one to six weeks in getting the information to the public. Changes in foreign business conditions are rapidly taking place, and under the former slow way, opportunities might be lost by delay, which now can be turned to advantage.

Lumber Cut and Shipped in November

The figures recently published by the National Lumber Manufacturers' Association give comparisons of cut and shipments of lumber for November, 1914, with the corresponding month in 1913. Following is the summary:

Cut November, 1913, 434,300,000 feet.
Cut November, 1914, 318,500,000 feet.
Decrease, 115,800,000 feet, or 26 6/10 per cent.
Shipments November, 1913, 458,100,000 feet.
Shipments November, 1914, 341,100,000 feet.
Decrease, 117,000,000 feet, or 25 5/10 per cent.
Shipments November, 1913, 458,100,000 feet.
Cut November, 1913, 434,300,000 feet.
Cut less than shipped, 23,800,000 feet, or 5 2/10 per cent.
Shipments November, 1914, 341,100,000 feet.
Cut November, 1914, 318,500,000 feet.
Cut less than shipped, 22,600,000 feet, or 6 6/10 per cent.

Building Operations for December

Building operations throughout the United States for the year 1914, as indicated by the reports from 68 of the principal cities, show a decrease

LIDGERWOOD SKIDDER AT WORK AT OPERATIONS OF BURTON SWARTZ CYPRESS COMPANY AT CARBUR, FLA.

of only nine per cent as compared with those of the previous year. Up to August 1, when the European war began, the construction work was almost identical in volume with that of the first seven months of 1913. The loss occurred entirely during the last five months of the year. The cause was apparent to everyone concerned in the building trades, namely, the disarrangement of the financial market. Building operations, on account of the large units involved in this work, compared with most other industrial activities, are peculiarly sensitive to money conditions. The unfavorable comparison is therefore not an index of anything intrinsically reactionary in the building industry itself, but simply represents the insuperable obstacles in the way of activity. Thousands and tens of thousands of plans have been held back by the unresponsiveness of the banks and this accumulated work will be renewed with the general easement of loans.

The official reports of building permits issued by 68 cities for the year 1914, received by the American Contractor, Chicago, total $634,177,323, as compared with $697,594,916 for 1913, a decrease of 9 per cent. While the generality of reports are in harmony with the prevailing tendency, there are some exceptions. St. Paul shows a gain of 56 per cent for the year; Salt Lake City, 38 per cent; South Bend, 39; Seattle, 36; Denver, 34; Oklahoma City's totals makes an enormous gain, on account of the new capitol building there commenced.

December naturally makes the poorest showing of the year, since by common consent new undertakings have been carried over into 1915. The December figures are $34,310,484, as compared with $58,661,519 for December, 1913, a decrease of 41 per cent. Twenty-one cities show gains, some of them quite notable. The table below gives details:

	December, 1914	December, 1913	Per Cent Gain	Per Cent Loss
Akron	$ 143,420	$ 304,415	..	53
Albany	330,460	234,353	41	..
Atlanta	154,724	216,001	..	28
Baltimore	243,570	419,031	..	40
Birmingham	100,307	407,380	..	75
Boston	3,323,862	1,969,140	69	..
Bridgeport	186,570	241,565	..	23
Buffalo	347,000	1,284,000	..	73
Cedar Rapids	547,650	1,057,600	..	48
Chattanooga	9,950	48,880	..	80
Chicago	6,214,050	5,934,450	5	..
Cincinnati	209,045	376,390	..	44
Cleveland	1,216,775	2,071,780	..	41
Columbus	1,005,200	432,550	132	..
Dallas	110,025	238,450	..	54
Dayton	23,005	16,030	43	..
Denver	593,510	59,171	903	..
Des Moines	48,700	114,600	..	57
Detroit	1,440,530	1,904,355	..	24
Duluth	78,975	83,855	..	6
East Orange	115,771	62,235	86	..
Ft. Wayne	27,200	69,510	..	61
Grand Rapids	125,750	150,605	..	16
Harrisburg	34,000	11,250	202	..
Indianapolis	219,460	701,469	..	69
Kansas City	223,600	472,695	..	53
Lincoln	35,600	48,335	..	26
Little Rock	36,572	132,529	..	72
Los Angeles	651,639	2,156,951	..	70
Louisville	188,330	137,820	37	..
Manchester	197,467	93,765	110	..
Milwaukee	393,410	867,468	..	55
Minneapolis	521,400	1,148,645	..	55
Nashville	44,290	51,578	..	14
Newark	311,632	3,185,828	..	90
New Haven	494,970	1,400,420	..	65
New Orleans	274,172	202,133	36	..
New York City—				
Manhattan	1,544,744	15,331,841	..	90
Bronx	292,072	1,141,818	..	74
Brooklyn	1,598,315	3,295,375	..	51
Borough of Queens	870,202	1,700,667	..	49
Richmond	209,126	1,049,424	..	80
Oklahoma	7,865	9,295	..	15
Omaha	216,475	149,475	45	..
Paterson	68,630	156,125	..	43
Peoria	106,920	79,925	34	..
Philadelphia	1,261,350	1,445,435	..	13
Pittsburgh	3,473,100	917,355	268	..
Richmond	212,502	170,994	24	..
Rochester	363,599	725,185	..	48
Salt Lake City	171,450	139,875	22	..
St. Joseph	24,395	21,985	11	..
St. Louis	379,966	770,233	..	51
St. Paul	510,640	705,184	..	27
Schenectady	83,878	103,315	..	19
Scranton	128,406	150,988	..	15
Seattle	1,298,165	549,735	136	..
Shreveport	17,818	103,907	..	92
Sioux City	66,610	75,920	..	12
South Bend	35,980	10,250	251	..
Spokane	18,700	63,625	..	71
Springfield, Ill.	33,375	42,680	..	22
Syracuse	145,403	193,975	..	25
Toledo	139,945	199,320	..	30
Topeka	6,625	102,375	..	93
Troy	61,335	11,464	435	..
Utica, N. Y.	88,740	138,900	..	36
Washington	433,036	396,957	9	..
Wilkes-Barre	43,086	53,030	..	19
Worcester	175,440	347,655	..	49
Total	$34,310,484	$58,661,519	..	41

Chicago Daily Gives Prominence to Statistics Favorable to Lumber

E. E. Hooper, secretary of the Lumbermen's Association of Chicago, has summarized for the *Chicago Herald* the lumber business in Chicago during 1914. He has incorporated in his report statistics which show without room for doubt that the much maligned frame house is not the cause of fire, and in fact on the other hand that fewer fires have occurred in such structures in Chicago than in other types of structures. The report follows:

A decrease of one-third in Chicago's consumption of lumber during 1914 is attributable to the brick strike, the European war and the agitation for extension of the fire limits.

Lumber conditions for the year are as follows:

	Feet.
Total lumber receipts 1914	2,209,254,000
Total lumber receipts 1913	2,804,434,000
Decrease 1914	595,180,000
Total shingle receipts 1914	491,918,000
Total shingle receipts 1913	500,392,000
Decrease 1914	8,474,000
Total lumber shipments 1914	1,010,531,000
Total lumber shipments 1913	954,000,000
Increase 1914	56,531,000
City consumption of lumber 1914	1,198,723,000
City consumption of lumber 1913	1,850,482,107
Decrease 1914	651,759,107

The report of the Chicago City Manual shows that there were twenty-five per cent more frame houses in Chicago than brick in 1913 and there were seven per cent less fires in frame houses than in those of other construction.

A prominent official of the fire department made a statement in 1911 that with the water mains enlarged and high water pressure, with the splendid fire department at his command, it would make no difference if the building were of wood or other material, as he could then take care of any fire. Therefore, it would seem that the city officials should take up this important matter so that fires in buildings of both wood and other construction would be greatly reduced. This would be of greater importance to the people's interest than the extension of the fire limits, driving out of the market wood as a competitor to other building material.

St. Louis Shipments in 1914

There was a falling off in shipments of lumber by rail at St. Louis last year but there was a gain in river shipments. In both river and rail receipts there was a falling off.

SHIPMENTS.

	Cars by Rail 1913	Cars by Rail 1914	Feet by River 1913	Feet by River 1914
January	10,339	10,377	.....	.....
February	11,219	9,813	.....	.....
March	12,650	11,340	98,000	80,000
April	14,301	11,346	54,000	144,000
May	14,970	11,768	83,000	239,000
June	13,180	12,347	64,000	171,000
July	12,655	11,999	38,000	144,000
August	12,729	11,905	107,000	177,000
September	12,762	11,288	161,000	189,000
October	11,998	11,148	121,000	294,000
November	11,730	9,702	81,000	.....
December	12,870	9,265	88,000	.....
Totals	151,403	132,298	995,000	1,438,000

RECEIPTS.

	Cars by Rail 1913	Cars by Rail 1914	Feet by River 1913	Feet by River 1914
January	16,137	14,480	.....	.....
February	16,137	14,378	.....	.....
March	18,290	16,735	64,000	.....
April	16,725	15,770	.....	120,000
May	20,326	15,418	85,000	9,000
June	17,816	16,488	98,000	25,000
July	16,371	17,440	153,000	67,000
August	18,402	17,270	164,000	315,000
September	17,531	16,417	133,000	74,000
October	18,030	14,899	41,000	2,000
November	14,432	14,503	28,000	.....
December	14,510	14,558	64,000	.....
Totals	204,707	188,356	830,000	612,000

The Hoo-Hoo House at San Francisco

The finishing touches are being put on the Hoo-Hoo house at the San Francisco exposition. The redwood contribution, in the shape of living trees for decoration and bark for weatherboarding, has arrived and is being set in place. This organization has taken much pains to make lumbermen comfortable when they visit the exposition.

Dermott Land and Lumber Company
DERMOTT, ARK.

Hardwood News Notes

MISCELLANEOUS

The Krit Motor Car Company, Detroit, Mich., recently became a voluntary bankrupt.

The Birch Leaf Lumber Company has been incorporated at New York City with $200,000.

The Curtis, Yale, Howard Company, Minneapolis, Minn., has increased its capital stock to $200,000.

The Curtis Lumber & Millwork Company, Clinton, Iowa, has increased its capital stock to $1,800,000.

The Cincinnati Fire Proof Door Company, Cincinnati, O., has increased its capital stock to $30,000.

The Detroit Bathtub & Brass Manufacturing Company, Detroit, Mich., recently became an involuntary bankrupt.

A fire which started in the engine room of the George D. Lamb Planing Mill Company, Nappanee, Ind., burned the plant to the ground.

The Williams Lumber Company, Trout Lake, Mich., has purchased the mill of the Athens Hardwood Lumber Company, Athens, and will move same to Trout Lake.

The P. C. Murphy Trunk Company, St. Louis, Mo., will be placed in the hands of a receiver upon application of stockholders, who are reported to have recently had a disagreement.

Edward Hammer of Hammer Brothers, Hillsboro, Mich., died recently.

The Cramer Furniture Company, Thomasville, N. C., has changed its name to the Thomasville Chair Company.

The Mutual Motors Companies has been incorporated at Jackson, Mich., with $2,000,000 capital to manufacture automobiles for two independent concerns. It will occupy the former plant of the Imperial Automobile Company.

CHICAGO

J. V. Stimson, Huntingburg, Ind., with his wife and daughter, has been spending several days during the week in Chicago.

John M. Woods and W. E. Chamberlin of John M. Woods & Co., East Cambridge, Mass., were in Chicago the beginning of the week.

Charles H. Barnaby, Greencastle, Ind., was a prominent out-of-town visitor in this city during the past few days.

T. M. Brown of the W. P. Brown & Sons Lumber Company, Louisville, Ky., spent the first part of the week in Chicago.

E. J. Young of Brittingham & Young Company, Madison, Wis., was in the city for a few days this week.

W. E. Heyser of the W. E. Heyser Lumber Company, Cincinnati, O., visited the trade during the last few days.

W. H. Russe of Russe & Burgess, Inc., Memphis, Tenn., stopped in Chicago for a short stay recently.

Season's greetings in the form of tastily gotten up cards have come to this office from: The Hdye Lumber Company, South Bend, Ind.; Hadentine Lumber Company, Inc., Camden, N. J.; Flanner-Steger Land & Lumber Company, Chicago, Ill.; C. H. Pearson, New York, N. Y.; Northern Forest Protective Association, Munising, Mich.; Richardson Lumber Company, Alpena, Mich.; a red leather pocket memorandum booklet from the Cherry River Boom & Lumber Company, Scranton, Pa., and a little set of blotters from Tickle, Bell & Co., Liverpool.

A good many pretty calendars have been received by HARDWOOD RECORD since the last issue, among them being one entitled "All Love Excelling," from the A. L. Dennis Salt & Lumber Company, Grand Rapids, Mich.; "Love's Ideal," S. M. Bradley, handler of lumber and railroad ties, Morehead, Ky.; "A Trout Stream," The Central Veneer Company, manufacturer of soft yellow poplar veneers, Huntington, W. Va.; "Beatrice," Nashville Hardwood Flooring Company, manufacturer of "Acorn Brand" oak and beech flooring, Nashville, Tenn.; "The Sweet June Bride," from Geo. C. Brown & Co., Proctor, Ark.; "Lower Peninsula Hard Maple," Richardson Lumber Company, Alpena, Mich., a descriptive woods' [illegible] J. C. West, president The Atlas Lumber & Manufacturing Company, Cincinnati, O., and from the Herman H. Hettler Lumber Company, Chicago, Ill., the Atlas Lumber & Manufacturing Company, Parkersburg, W. Va., and Clarence Boyle, Chicago, Ill.

Charles Conro, Rhinelander, Wis., of the recently dissolved Conro Lumber Company of that place, and J. H. O'Melia of the J. H. O'Melia Lumber Company, who bought out Mr. Conro's interests and formed the new company, have been spending the past week in Chicago, stopping at the Brevoort hotel.

George Burgess of Russe & Burgess, Inc., Memphis, Tenn., arrived in town the first part of this week and will be here for several days on business. Mr. Burgess states their new mill is still in operation and is giving satisfaction.

G. E. Lamb and W. B. Burke, respectively president and vice-president and general manager of the Lamb-Fish Lumber Company, Charleston, Miss., spent a few days the early part of the week in Chicago attending a directors' meeting of that company. According to these gentlemen the consensus of opinion among all of the directors was distinctly optimistic as to the outlook for the coming year. The company has decided to reopen its Charleston operations and to extend every effort toward increasing its business. An account of the reopening is printed elsewhere in this issue.

W. H. Weller, secretary of the Hardwood Manufacturers' Association of the United States, was in Chicago last week in conference with J. H. Himmelberger, president of that organization. Mr. Weller and Mr. Himmelberger discussed plans for the coming convention.

H. C. Johnson of the Johnson Lumber Company, Kreetan, Mich., has been spending the last couple of weeks in Chicago, having returned from a six weeks' trip through the South.

Walter DeWitt, formerly of Chicago and now of Traverse City, Mich., has been in the city with his family for several days.

R. H. Downman, president of the National Lumber Manufacturers' Association, has been in the city last week closing up the selection of a secretary to take the place of J. E. Rhodes, who has been called to the secretaryship of the recently organized Southern Pine Association.

J. W. McClure and J. E. Stark of Memphis, Tenn., were in the city recently in conference with other members of the Southern Hardwood Traffic Association regarding freight rate matters.

B. F. Dulweber and Emil Thoman, Cincinnati, O., spent several days in Chicago last week.

HARDWOOD RECORD acknowledges receipt of a complete stock list issued by White Brothers, San Francisco, Cal., handlers of all kinds of hardwood products. This booklet in addition to containing a complete list of the company's wide variety of stock, contains photograph of the train load of lumber which was the first hardwood lumber shipped to the coast via the Panama Canal. It also contains description of the steamship Peter H. Crowell which carried the shipment from the southern port to the company's offices.

The Curtis Door & Sash Company, Chicago, has increased its capital stock to $300,000.

BUFFALO

The building figures for Buffalo show a decline of 18 per cent for 1914, as compared with the previous year. The past year has been a great year for school buildings, three large high-schools having been put up the past year, costing several millions, and these buildings do not figure in the figures given. This year looks like a railroad-station year, if the lawyers and private obstructionists keep their hands off. If the work planned is carried out, it will mean an expenditure of many millions.

A visit to Buffalo's veteran retired lumberman, Maj. John S. Noyes, on New Year's Day brought out a large representation from the Buffalo Lumber Exchange. J. B. Wall and the major sang one of their old-time songs and a number of other selections were rendered by the lumbermen. Maj. Noyes was presented with a steamer rug by his visitors.

Fred M. Sullivan is running for director of the Chamber of Commerce at the annual election to be held on January 13. He is popular among a large acquaintance and will have a large support, including the unanimous votes of the lumbermen.

On December 28 J. Newton Scatcherd, son of J. N. Scatcherd, lumberman, of this city, was married at the home of the bride's parents, Ogdensburg, N. Y., to Miss Edith W. Palmer. Mr. and Mrs. Scatcherd will live at 703 Delaware avenue, Buffalo.

Taylor & Crate are doing the average amount of business in selling lumber, although they are not running their southern mills this winter. They are looking for a fair increase in business this year.

C. C. Slaght is spending most of his time looking after his mill operations at Coudersport and Genesee, Pa., not being in his Buffalo office more than once in a week or two.

The Buffalo Hardwood Lumber Company is beginning to receive some lumber stocks and a large amount of both incoming and outgoing stock is oak. M. M. Wall has been spending some time in the Southwest lately.

C. N. Perrin has returned from a trip to the Southwest, where he bought about 1,000,000 feet of hardwoods for Blakeslee, Perrin & Darling. The yard has sold considerable maple lately.

G. Elias & Bro. have filed plans with the city building bureau for making an extension to the box shop, making it much more commodious. The hardwood trade is reported quiet at present.

Anthony Miller's yard found trade in hardwoods quiet early this month because of inventory taking, but a pretty good volume of business has been done recently and early improvement is looked for.

Hugh McLean has returned from a business trip to Canada.

PHILADELPHIA

J. Gibson McIlvain, Jr., of J. Gibson McIlvain & Co., has no doubt that the new year will develop a substantial prosperity. He says the only trouble at this time is that if a man buys lumber and finds he can buy it cheaper the day after, he stops buying—if the reverse were the case he would keep on buying.

F. X. Diebold, president of the Forest Lumber Company, believes in a livening up of things for the new year. He has just returned from a week's stay at the Pittsburgh office, and reports that the trade in that section feels encouraged. The mill at Konnarock, Va., is working full time.

Isaac H. Rhoades, for many years sales agent for George Craig & Sons, and George C. Craig, who for a number of years was employed at mills of latter firm in Winterburn, W. Va., have formed the firm of Isaac H. Rhoades & Co., and will conduct a general wholesale lumber business. Headquarters will be in the George F. Craig office, 1301 Morris building.

Charles G. Blake, Philadelphia manager for the Babcock Lumber Company, has severed his connection with this house. He has been associated

TENNESSEE VALLEY

Hardwood Lumber Hardwood Flooring

Prompt HITT QUALITY THE HHH BRAND HARDWOODS ***Shippers***

Our four band mills have a capacity of 150,000 feet per day. We ship a Straight National Grade. Our stock will please you. Our Hardwood Flooring Plant has a capacity of 50,000 feet per day. We ship the best Hardwood Flooring on the market. Send us an order.

We have at present a well assorted stock of

15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum

Partial Dry Stock List

QTD. WHITE OAK
500M′ No. 1 Common, 4/4
100M′ No. 2 Common, 4/4

PLAIN WHITE OAK
80M′ 1s & 2s, 4/4
20M′ 1s & 2s, 5/4
500M′ No. 1 Common, 4/4
130M′ No. 1 Common, 5/4
10M′ No. 1 Common, 6/4
60M′ No. 2 Common, 4/4
10M′ No. 2 Common, 5/4
10M′ No. 2 Common, 6/4

PLAIN RED OAK
300M′ 1s & 2s, 4/4
140M′ 1s & 2s, 5/4
1000M′ No. 1 Common, 4/4
130M′ No. 1 Common, 5/4
10M′ No. 1 Common, 6/4
60M′ No. 2 Common, 4/4
10M′ No. 2 Common, 5/4
10M′ No. 2 Common, 6/4

BAY POPLAR
40M′ 1s & 2s, 4/4
200M′ No. 1 Common, 4/4
50M′ No. 2 Common, 4/4

POPLAR
20M′ Panel
20M′ 1s & 2s, 4/4
40M′ No. 3 Common, 4/4

SAP GUM
20M′ 1s & 2s, 4/4
10M′ 1s & 2s, 5/4
10M′ 1s & 2s, 6/4
180M′ No. 1 Common, 6/4
700M′ No. 2 Common, 4/4
350M′ No. 2 Common, 5/4
100M′ No. 2 Common, 6/4

RED GUM
10M′ 1s & 2s, 4/4
40M′ No. 1 Common, 4/4
10M′ No. 1 Common, 5/4
70M′ No. 2 Common, 4/4
10M′ No. 2 Common, 5/4

WHITE ASH
25M′ 1s & 2s, 4/4
10M′ No. 1 Common, 6/4
10M′ No. 2 Common, 4/4
25M′ No. 3 Common, 4/4

Send Us Your Inquiries

H. H. HITT LUMBER COMPANY

DECATUR *Eastern Representative* *W. F. BIXBY, Jamestown, N. Y.* ALABAMA

Perkins Glue Fast Becoming the Standard For All Veneer Work

Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.

The use of Perkins Glue does away with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees **805 J. M. S. Building, SOUTH BEND, IND.**

with the company for about eight years, but as yet has not fully decided on future plans. He regards the outlook promising.

Jerome H. Sheip says that the Xmas cigar business was way below normal and consequently cigar boxes were less in demand. He is very sanguine, however, as to prosperous times in 1915.

Frank Rice Whiting of the Whiting Lumber Company says things are a little quiet now, but he is confident the banks are on the point of relaxing their grip, which will help business generally.

Maurice J. Dukes, vice-president of R. A. & J. J. Williams, says that his company has been busy stock taking and finds on the whole that its domestic business has not fallen so very far behind. Better times are already appreciable. The export business, however, will be very slow to improve as long as the war lasts.

The Gill Lumber Company has moved to 639 Land Title building, where it has better facilities for handling its rapidly increasing business. Benjamin Thompson, who has been handling the eastern Pennsylvania trade, will cover Philadelphia and George Fawcett takes over the Pennsylvania territory.

On January 16 Charles M. Betts & Co. will go out of business as a firm and will be succeeded by the Charles M. Betts Company. The officers are: B. Franklin Betts, president; C. Walter Betts (of the Buffalo office), vice-president; William T. Betts, secretary; Charles L. Betts, treasurer.

Samuel H. Shearer & Son are looking forward to a considerably magnified trading this year. E. S. Davison, formerly of E. B. Foss & Co., of Bay City, Mich., has been engaged as salesman to cover Pennsylvania. C. L. Barr, formerly of the Whiting Lumber Company, will take charge of Philadelphia and New York. The firm has secured a storage warehouse in Philadelphia to carry a stock of oak flooring to be distributed in Philadelphia and surrounding territory.

The three-master schooner Warren Adams, which sailed from Charleston, S. C., for Philadelphia on December 21, was wrecked by a gale on Christmas day and abandoned in a sinking condition December 27.

Fire visited the lumber yard and stables of Frank G. Justice, Glenside, Pa., on December 25, causing a loss estimated at $80,000.

PITTSBURGH

The Kendall Lumber Company has moved from the House building to the eighteenth floor of the Oliver building, where it has eight fine offices on the Smithfield street front. It has secured for city salesman John Trester, Jr., who was formerly with the Babcock Lumber Company.

The E. H. Shreiner Lumber Company has added to its force, James C. Linehan, formerly secretary of the old Linehan Lumber Company, a well-known hardwood concern in this city. Mr. Shreiner is in the East this week.

The Breitwieser Lumber Company finished up a very good year in hardwood and Manager A. G. Breitwieser is optimistic about the future of the lumber business in this territory.

The Foster Lumber Company, which makes a specialty of oak ties, last week secured an order for about 700,000 feet of stock for railroads.

The Pennsylvania Stave Company, which was located at St. Marys, Pa., has dismantled its plant and its employees are being sent to other plants which belong to this company.

The West Penn Lumber Company has added to its force, W. C. Crow, who has been of late years with the Smith Lumber Company of Cleveland, and will travel tri-state territory now.

E. E. Yohn, connected with the Pittsburgh Hardwood Door Company until that concern recently sold out, will represent H. C. Bemis of Bradford, Pa., in the Pittsburgh district this year.

The Dailey & Allen Lumber Company which was organized last year now has a third partner in the person of S. Clyde Scott, who will be secretary of the concern. For the past five years Mr. Scott has been with the Willson Brothers Lumber Company.

BOSTON

On December 26 a disastrous fire broke out in the yard of the Pope & Cottle Company at Chelsea. A damage of $125,000 resulted to this yard, as well as the box factory of Atwood & McManus. The loss is said to be covered by insurance and the Pope & Cottle Company will be able to fill all orders from stock in yards of affiliated concerns.

The Massachusetts Builders' Finish Company of Cambridge filed on December 28 a petition in bankruptcy with liabilities of $14,208, and assets of $2,100. A number of Boston lumber dealers are among the creditors.

On account of the great decline in the demand for office furniture, the large plant of the Derby Desk Company in Somerville has laid off about seventy per cent of its men. With a very large manufactured stock, it does not anticipate resumption with a full force before summer, but will operate the factory continuously, increasing the number of hands as conditions may warrant.

On December 21 a corporate charter was granted by the state to the Massachusetts Wholesale Lumber Association, Inc. The first meeting to establish the charter membership has been called by the preliminary organizers for Wednesday, January 6 at Young's hotel, Boston. Permanent officers for the year were elected and the policies and plans of the new association considered.

BALTIMORE

According to the report issued several days ago by J. H. Nightengale, state labor commissioner of West Virginia, lumber takes the first rank in the amount of capital invested, as well as in the value of the output, the number of persons employed and the sum paid in wages. There were in 1913 not less than 200 manufactories of lumber in West Virginia, with an investment of $13,791,695 and an output valued at $20,720,202. Employed in these factories were 15,414 persons, who received $8,145,844 in wages. Of the 200 employers of labor, 67 reported increases in wages ranging from 2 to 50 per cent.

Another chapter has been added to the history of the fight over switching charges at Baltimore, in which the lumber trade is vitally interested, this chapter dealing with a recent decision of the Interstate Commerce Commission at Washington, which sustained the tariffs filed by the Baltimore & Ohio and to which exceptions had been filed by a number of shippers. The rates apply to points on the Baltimore & Ohio railroad in Baltimore and between Baltimore and adjacent territory. The charge is made to hold good with regard to intrastate as well as interstate business. The tariffs filed fix a uniform charge of $5 per car for this service on the line, and of $1 per car for yard switching, which is the rate that has been allowed by the Public Service Commission of Maryland. In some cases the new rate is higher than the one previously charged, and in other cases it is lower. Those who will be made to pay the higher rate objected.

The new managing committee of the Baltimore Lumber Exchange held its first monthly meeting January 4 at the rooms on East Fayette street. Only routine business was disposed of.

Col. E. D. Cole, dealer in lumber and builders' supplies, who has been in business at Fredericksburg, Va., for forty-three years, retired on January 4, having sold the stock and good will to E. L. Jones, who has been connected with him for the past eleven years.

At the instance of the Union Trust and Deposit Company of Baltimore and others, trustees, Sheriff Scott of Garrett county has seized the property of Col. John T. McGraw of Grafton, W. Va., located in Garrett county, Maryland. Colonel McGraw is the Democratic national committeeman for West Virginia, and was the Wilson leader of that state. At one time he had extensive dealings in timber and coal lands, and was reputed to be a millionaire.

Levinson & Zenitz, furniture manufacturers on North Gay street, have leased the factory operated for years by D. Wilfson & Sons, at Howard and Stockholm streets, for a term of years, with the privilege of buying the place. The factory building is 80 x 150 feet, and well adapted to the business of the lessees, who planned some time ago to erect a large building on the site now occupied by them, but seem to have abandoned the idea.

E. C. Williamson, Columbus representative of Richard P. Baer & Co., paid a visit to headquarters at Baltimore during the holidays. On his way back he stopped at Franklin, W. Va., to confer with the firm's buyer there.

George F. Sloan, in his time one of the best known lumbermen in the city, died December 24 of heart trouble at a local hospital. He had been ill for some months. Mr. Sloan was the senior member of the wholesale and milling firm of George F. Sloan & Bro. until more than two years ago, when the concern passed into the hands of trustees. A native of Baltimore, he was named after his father, the late George F. Sloan, who was one of the founders of the old firm of Burns & Sloan, in its day one of the principal firms here. Mr. Burns died a very rich man and the firm was afterward changed to George F. Sloan & Bro., with Fisher Sloan as the other partner. Since the failure of the firm, George F. Sloan has lived in retirement, Fisher Sloan having formed the Sloan Lumber Company to carry on the wholesale business. The operation of the mill was discontinued.

COLUMBUS

Arrangements have been made for the annual conference of secretaries of builders' exchanges, which will take place at the Virginia hotel, Columbus, January 25 and 26 in conjunction with the annual meetings of the Ohio State Association of Builders' Exchanges and the National Association of Builders' Exchanges. The meeting was at first scheduled at Dayton earlier in the month but was changed to Columbus because of the other two meetings.

The report of the Columbus fire department for the year 1914 shows that the fire loss during the year was $176,917.49, which is $87,438 less than the fire loss of the previous year.

The Buckeye Builders' Supply Company of Toledo has been incorporated with a capital of $10,000 to handle building supplies by F. C. Munz, C. L. Munz, J. D. Munz and F. P. Rennison.

L. L. Hay has opened an office to handle lumber and shingles in a wholesale manner in room 59 Ruggery building. He has had considerable experience in the lumber business.

Papers have been filed with the secretary of state increasing the capital of the Mansfield Lumber Company of Mansfield from $25,000 to $100,000.

The question of building a ship canal connecting the Ohio river with Lake Erie is again up and the movement is receiving considerable support. It is proposed to build the canal connecting Pittsburgh and Cleveland. Burd Patterson is secretary of the commission organized to agitate the building of the canal.

R. W. Horton of the W. M. Ritter Lumber Company said that trade during the latter part of December was quiet, which was expected under

Indiana's Original Giant

This photograph was made while the tree was being cut for our mill.

It stood in Putnam County, Ind., and was a *genuine* FORKED LEAF WHITE OAK—beyond question the finest white oak that ever grew.

Your customers were delighted with that quiet beauty, that rich, even color and figure that for all time have given to goods made from *Indiana oak* an *Individuality.*

You can please them again. How? Simply by buying a parcel of almost anything in lumber or sawed veneers from our yards. You can select from a full assortment. We positively carry no southern stock and can prove it.

And remember, we have built up our business by giving

Just a little better quality than you expect

Charles H. Barnaby

Greencastle, Indiana

HAVE YOU OTHER NEEDS FOR HIGH-GRADE HARDWOODS? WE CAN FILL THEM.

The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

Northern and Southern Hardwoods

CAR STOCK

WHITE PINE **YELLOW PINE**

High Quality—Prompt Delivery

WE WANT TO MOVE AT ONCE

5 cars 1" 1st and 2nd Basswood
3 cars 1" No. 1 Common Basswood
3 cars 1" No. 3 Common Basswood
15 cars 1" Oak—all grades

Send us your inquiries

John G. Lockhart Lumber Co.

Sheboygan, Wisconsin

BIRCH LUMBER We have the following Log Run Birch all 10 foot and Longer.

250,000′ 5/4″ No. 2 & Better, 10′ & Longer
250,000′ 6/4″ No. 2 & Better, 10′ & Longer
250,000′ 8/4″ No. 2 & Better, 10′ & Longer

This stock is ready for shipment and we will sell it in carload lots or all together.

KINDLY SEND US YOUR INQUIRIES FOR BIRCH OR ANYTHING IN NORTHERN HARDWOODS.

Kentucky Hardwoods

1 car 1" 1s & 2s Chestnut—25% 14-16' lengths, average 14" wide.
3 cars 1" No. 1 Common Chestnut.
5 cars 1" Sound Wormy Chestnut, 50% 14-16' lengths.
5 cars 1¼" Sound Wormy Chestnut, 50% 14-16' lengths.
2 cars 1½" Sound Wormy Chestnut, 50% 14-16' lengths.
5 cars 4/4 No. 1 Common Poplar, 40% 14-16'.
2 cars 1¼" No. 1 Common Poplar, 60% 14-16'.
1 car 1" Clear Sap Poplar, 40% 14-16'.
5 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" No. 2 Common Plain Red Oak.
5 cars 1" No. 1 Common Plain White Oak.
5 cars 1" No. 2 Common Plain White Oak.
3 cars 1¼" No. 1 Common Plain White Oak.
1 car 1½" No. 1 Common Plain White Oak.
1 car 1½" No. 2 Common Plain White Oak.

Buskirk-Rutledge Lumber Co.
INC
LEXINGTON, KY.
BAND MILLS: Quicksand, Ky., Straight Creek, Ky.

OUR LINE
WEST VIRGINIA HARDWOODS

Embraces practically all the commercial species in this section. Our lumber is all carefully manufactured and graded on National rules.

We solicit the opportunity of proving this claim and offer the following list which

WE WOULD LIKE TO MOVE NOW:

2 cars 4/4" firsts and seconds chestnut
5 cars 4/4" No. 1 common and better chestnut
1 car 5/4" No. 1 common and better chestnut
50 cars 4/4", 5/4", 6/4" and 8/4" sound wormy and No. 2 common chestnut
1 car 5/4" No. 1 common and better red oak
10 cars 4/4" No. 2 common and better oak
10 cars chestnut telephone poles
5 cars 4/4" No. 1 common and sap poplar
3 cars ½-inch slack barrel staves, 40 and 42 inches long
2 cars 4/4" oak table tops, 40 and 42 inches long

Alton Lumber Company
Buckhannon West Virginia
Band Mill, Mill Creek, W. Va. Circular Mills, Todd, W. Va.

the circumstances. He is looking for a much better run of orders after the completion of the semi-annual inventories. Prices are ruling steady at the levels which have prevailed for some time.

J. A. Ford of the Imperial Lumber Company reports a better feeling in the hardwood trade generally.

The Ohio Public Utilities Commission in a recent finding has ruled contrary to the Interstate Commerce Commission with reference to the status of "tap lines." It holds that railroad companies operated by industrial concerns only, when having a separate charter, can share in the freight revenue of joint shipments.

According to the report of the Columbus building inspector for the year 1914, there were 2,736 permits issued for structures estimated to cost $6,885,065, as compared with 2,654 permits and a valuation of $5,508,408 in 1913. In December, 1914, there were 86 permits issued for structures estimated to cost $1,005,200, as compared with 139 permits and a valuation of $432,550 in December, 1913.

TOLEDO

Harry Y. Williams, proprietor of the Williams chair factory, died at his home in Toledo as the result of pneumonia. He was aged sixty-eight years. Mr. Williams has been in business in Toledo since 1867. He came here from Lebanon, O., and the body was taken there for burial.

The building work begun in Toledo in 1914 represented $99,000 greater outlay than for the previous year. The building permits issued for the year just closed amounted to $6,085,182 while those for the year 1913 amounted to but $5,986,079. There were 2,758 permits issued during 1914, which is 363 more than in 1913.

The Ohio workmen's compensation law was held valid in the supreme court at Washington, Tuesday, when a decision was handed down sustaining the decision of the supreme court of Ohio in favor of Harry O. Bagg against the Jeffrey Manufacturing Company of Columbus.

The Gotshall Manufacturing Company reports business quiet. President Gotshall says that railroads are not placing any orders for new equipment yet but he is expecting a good spring business.

The Booth Column Company is busy with its annual inventory. The plant is running at about half capacity. President Booth reports column business slow. The concern has recently added the making of automobile bumpers to its regular line and new machinery is now being added for this department. Mr. Booth reports many orders on the books and a live business. He anticipates a good column business in the spring.

The Skinner Bending Company reports a light demand, but indications of a good business later in the season. The demand for farm wagons it is expected will be heavy, and a large buggy manufacturer is anticipating a large run on buggies this spring.

INDIANAPOLIS

The Greer-Houghton Lumber Company has filed notice of dissolution with the Indiana secretary of state.

The Houghton Lumber Company has increased its capital stock from $5,000 to $25,000.

Lum Howell and Chester Rollins have opened a sawmill at Kokomo and will handle second-growth timber. Howard county has been without a sawmill since 1890.

With an authorized capitalization of $9,000, the Ford Lumber Company has been organized and incorporated at Princeton by A. Dale Ford, Nellie A. Ford and E. A. Ford.

Andrew J. Schu, who had been identified with the hardwood lumber and timber trade many years, died at his home in Evansville recently at the age of seventy-nine.

Building permits issued by the city last year aggregated $7,933,552 as compared with $9,361,973 in 1913. There was an increase last year in the number of permits issued.

The Big Four railroad shops at Beech Grove, which were closed several weeks, have resumed operations with a full force. It is announced the plant will work full time during 1915.

The Burnet-Lewis Lumber Company has brought suit for receiver against the Sun Realty Company which has been engaged in building houses and selling them on the partial payment plan.

Bogus checks, signed with the name of the Interior Hardwood Company of this city, by M. A. Thorpe, treasurer, are being circulated in Florida and other southern states. The checks are drawn on the National City bank of this city with which the hardwood company has no account.

MEMPHIS

T. H. Sampson of New Orleans, has been in Memphis during the past few days looking over the situation with a view to erecting a plant for the treatment of gum lumber. He says that he can take a white sap log and, by a chemical process, make it as rich in color as seasoned red gum. Mr. Sampson proposes to begin operations here on a somewhat limited scale. His initial plant is to cost about $5,000, but it will be enlarged from time to time if the treatment which he proposes to use is as successful as he anticipates. Mr. Sampson was a special guest of the Lumbermen's Club of Memphis some weeks ago, at which time he went into full explanation of his process and what it would accomplish. He also exhibited samples treated by his process and these were regarded as remarkably good.

The Louisville & Nashville on January 1 increased the hours of work at its shops at New Decatur, Ala. These shops for quite a while have been operating four days a week and eight hours per day, making a total of thirty two hours per week. The present schedule calls for six days a week of eight hours each, a total of forty eight hours per week. These shops employ about 2,500 men when operating at full capacity and the resumption of operations on the increased scale is regarded as an exceptionally favorable development.

T. J. Turner is building his third handle factory at Marked Tree, Ark. He has been very unfortunate heretofore, having lost his two other plants by fire. His friends are congratulating him on being able to put up the third plant as he had no insurance on either of those previously burned. The new plant, however, will be fully insured.

The Southern Engine and Boiler Works at Jackson, Tenn., have secured an order involving about $250,000 and have already resumed operations at full capacity. The management states that this order is large enough to keep the plant in operation on full time for quite a while. It also calls attention to the fact that there is more sawmill, railroad and general business offering than has been the case for some time and it is inclined to anticipate the ability on its part to keep its machinery fully employed.

NASHVILLE

Richard N. Chestnutt, Sr., formerly of Nashville, died at his home at Montgomery, Ala., after an illness extending over six weeks. He had been in failing health for several years. Mr. Chestnutt was for many years connected with the hardwood industry. He was a native of Mississippi, and removed to Murfreesboro, Tenn., when a young man, where he was associated for many years with the firm of W. B. Earthman & Co., who were at that time among the largest lumber operators in this section. Later he was in the lumber business in Nashville, and about eight years ago removed to Montgomery. He was a man of quiet and unassuming disposition, but intensely loyal to his friends. Mr. Chestnutt is survived by his widow, one daughter and two sons. Omar and R. N. Chestnutt, Jr., are the sons, both of whom have been associated with their father in the lumber business. The burial was at Murfreesboro, Tenn.

Richard Norvell, who has been for a number of years connected with the firm of Norvell & Wallace of Nashville, has been admitted as a junior partner in the firm. He is a son of the senior member and a popular and capable young lumberman.

President Henderson Baker of the Nashville Lumbermen's Club in talking for the outlook for 1915, said that the indications at the office of his firm are that business is improving materially. Mr. Baker said that his firm had received several nice orders and that the attitude of the lumbermen is that of hopefulness of better demand, and gradually increasing trade.

Building permits at Nashville for 1914 amounted to $1,971,401 against $1,666,602 for 1913. Building operations fell off after the outbreak of war, though for several months increase was shown.

George N. Welch, a prominent lumber manufacturer, who has been elected a member of the Tennessee Railroad Commission, has assumed the duties of his position.

LOUISVILLE

Traffic matters have held the center of the stage in Louisville during the past few weeks, the advance in rates from the South having everybody worried. H. E. Snyder of the Louisville Veneer Mills was sent to Chicago December 28 to attend a conference of those interested in the advance, representing the Louisville Hardwood Club. A meeting of the lumbermen was held January 4 for the purpose of studying the case and going over the evidence to be presented. The Louisville hearing is scheduled for January 19 and will be handled by Luther M. Walter of Chicago and John R. Walker of Washington.

An examiner of the Interstate Commerce Commission will be in Louisville January 23 to take evidence in the complaint of the C. C. Mengel & Bro. Company against a number of eastern roads, the basis of the complaint being that cedar log rates are higher than those on lumber of this or any other variety. The log rates are class rates, and those on lumber are commodity rates, the inconsistency apparently having been overlooked by the traffic men. Reparation on a shipment is asked by the company.

Members of the Louisville Hardwood Club who attended the final meeting of the year, held on December 29, agreed that prospects for 1915 were much better than conditions immediately preceding had been. It was generally believed that the volume of business handled in the current year will be from twenty-five to thirty per cent greater than last year, and that prices would be correspondingly improved.

Green Garrett of Winchester, Ky., who not only is a well-known lumber manufacturer, but also is a member of the state railroad commission, is of the opinion that the rate advances granted the eastern roads will help business in general and that of lumber manufacturers in particular. "The effect will be immediate, in my opinion," he said. "The eastern railroads have been entitled to an increase in freight rates for a long time, and the first effect will be to settle a question which has been hanging fire for some time, and settling it in a way that will give the railroads a feeling of confidence. They are entitled to increased earnings, and will spend the greater part of it for improvements. The railroads will undoubtedly anticipate their increased earnings due to higher rates. That means that they will immediately go into the markets and buy liberally to replace their worn-out equipment, to make extensions, to buy new cars, rails and

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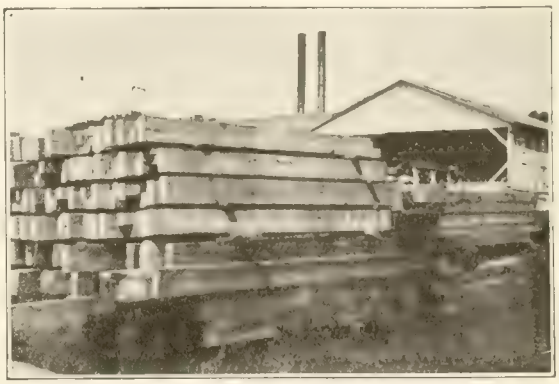

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crossties, to build sidings and put up new buildings. One of the chief causes of dull business in many quarters has been the retrenching policy of the railroads, who have not been in the market for any more than their most urgent needs. The railroads buy an immense amount of material in Kentucky, not only coal and crossties, but lumber for bridges, culverts, buildings and cars, and I believe an immediate stimulation of the lumber business is due from the transportation companies."

An interesting feature of the trade situation is the way in which white oak is pulling away from red. The former is selling better than its companion material, and prices are also improved. This is the first time for quite a while that plain oak has been moving in this way, though of course the dullness of lumber has resulted in a wide variation in prices between quartered red and quartered white.

Prospects are that the furniture shows will develop good business. This is the opinion of F. B. Lane, Grand Rapids representative of the C. C. Mengel & Bro. Company, the local mahogany concern. Mr. Lane was home for the holidays, and conferred with the officers of the company regarding prospects. He said that the manufacturers have light stocks of lumber on hand, but that some of them are taking advantage of the reduced quotations to stock up for some time to come at present prices.

One of the leading concerns of Louisville, which has been operating its southern mills, closed them January 1. The same policy is being followed by other houses, and in view of the practical cessation of operations in Memphis and other leading manufacturing centers, it is evident that the disparity between production and consumption has disappeared, and that, if anything, consumption is running considerably ahead. From now on, with this in mind, it is reasonable to look for stronger market conditions.

Louisville will be well represented, as usual, at the annual convention of the Indiana Hardwood Lumbermen's Association, which will be held in Indianapolis, January 20.

Col. C. C. Mengel, president of the Mengel Box Company, which operates several big hardwood mills in addition to its box factories, has expressed himself as believing that the railroads should be permitted to advance rates on lumber as well as other commodities. He believes that until they get prosperous, the lumbermen can't be prosperous, and that for the good of the country the lumber interests ought to be willing to accept the advances.

KNOXVILLE

On December 30 C. F. Maples and Miss Laura Stephens were married at Fountain City, Tenn. Mrs. Maples is well known in Knoxville and Mr. Maples is president of the C. F. Maples Lumber Company, Knoxville, which company recently purchased the old plant and equipment of the Knoxville Saw Mill Company. He is well known in Knoxville, having been connected with the lumber business for the past ten or fifteen years.

H. E. Kopcke of Kimball & Kopcke is back from a trip East.

J. M. Logan, president of J. M. Logan Lumber Company, has just returned from Cincinnati. He reports business at the company's Cincinnati branch quiet at present, but orders are coming in fairly well.

Several of the lumbermen are planning to attend the Hardwood Manufacturers' Association's annual convention in Cincinnati the latter part of this month.

BRISTOL

The Hice Manufacturing Company has about completed its plant at Johnson City, Tenn., and is purchasing logs with a view to resuming operation at once. The company's plant was destroyed by fire some weeks ago.

It is probable that an important development will soon be undertaken near Manchester, Ky., where Edwin Gearhart of Pittsburgh, and several associates have purchased an area of over 20,000 acres of hardwood timber. No definite announcement of plans has been made.

J. P. Moorman, who has been identified with the lumber industry at Houston, Texas, is a visitor in the city. He reports business in that state very dull, but prospects for improvement in the early spring.

The United States Spruce Lumber Company is cutting hardwoods at its band mills at Marion, Va., and Fairwood, Va., both of which are running full time.

A number of the Bristol lumbermen who operate small mills in this section are simply resting on their oars, as it were, waiting for business to improve. They expect things to pick up materially within the next few weeks.

ARKANSAS

According to T. E. Morrison, president of the Arkansas Tie and Timber Association, who has recently made an extended tour of the state, the timber business is at a standstill. Mr. Morrison attributes this condition largely to the adverse legislation of the state and to the railroads. He predicts that conditions will not right themselves properly unless some remedial action is taken by the incoming legislature, which convenes on January 11. He thinks that the present inactivity of the timber industry is due chiefly to the fact that the railroads have been deprived of legitimate profits, and their incomes have been so reduced that they cannot afford to repair and reconstruct their rolling stock and road beds. He also states that there are hundreds of men over the state, formerly employed by the woodworking establishments, who are now out of work.

J. C. Clary, commissioner of the Bureau of Labor Statistics of Arkansas, has just completed and filed his bi-ennial report, in which some fifty pages are devoted to the lumber and timber industry. The report shows

that there are 1,561 woodworking plants in Arkansas, of which number 1,162 are saw and planing mills.

The report also shows that there are 75,000,000,000 feet of standing timber in Arkansas, and that the annual cut is 2,111,300,000 feet. Of the annual cut 1,246,572,000 is worked into finished products within the borders of the state, while the remainder is shipped out as raw material.

Hardwoods are given considerable prominence in the report. Cypress is now being cut more than any other wood in the state, according to the report, and Arkansas ranks first in the annual output of red gum, or satin walnut. Oak has an annual cut of 358,566,000 feet; red gum 200,935,000; cypress 33,012,000; cottonwood 54,507,000; hickory 45,133,000; elm 13,036,000; tupelo 6,084,000; sycamore 5,406,000; yellow poplar 4,484,000; basswood 603,000; walnut 544,000; cherry 332,000; birch 138,000; and beech 78,000.

A report from Norfolk, Ark., is to the effect that the tie market at that place reopened on January 1, after several weeks of closing down. The news was welcomed by hundreds of tiemakers who were thrown out of employment when the tie market was closed.

Articles of incorporation were recently filed with the secretary of state by the Diamond Hoop Company of Proctor, Ark., showing an authorized capital of $10,000. David L. Walson is president of the new company.

Three hundred employes of wagon concerns in Fort Smith were reemployed on December 26. This re-awakening of the industry at Fort Smith was occasioned by the letting of large contracts from the French government, according to report.

In spite of the general depression of conditions over the country since the outbreak of the European war, the H. D. Williams and Pekin cooperage plants at Leslie, Ark., have continued to operate without loss of time, save for holidays and a few breakdowns.

That the year 1914 showed less loss from fires in forests than any other year for the past decade is the tenor of a report recently sent out from the Ozark national forest reserve in this state. The yearly loss from forest fire damages to property heretofore has been placed at $25,000,000, while the losses of lives have averaged about 70 people per year. This great loss is being gradually reduced as the efficiency of the protection is advancing.

The Ozark national forest, which is one of the two big forest reserves in Arkansas, furnishes timber for the making of many million staves yearly, as well as timber and lumber for other purposes, only the ripe timber being sold, so as to give way for the oncoming crops. Under the arrangement of the Forestry Bureau, twenty-five per cent of the amount for which timber from these forests is sold reverts back to the territory of the reserve, to be used for road and school building. Much improvement from this source is being seen already in Arkansas, though the reserves have been in operation only four or five years.

B. W. Benton was recently appointed receiver for the Big Bayou Lumber Company by Chancellor J. M. Elliott of Pine Bluff. The appointment of a receiver was made upon the application of Henry Kruse and R. E. Drake, former president and secretary, respectively, of the company. The company has surrendered its charter. The assets are placed at $30,000, and the necessity for a receiver is attributed to the dull lumber market occasioned by the European war.

The time for filing exceptions to the report of Special Master Judge J. G. Wallace in the Iron Mountain and Cotton Belt Railroad rate refund cases has been extended to January 11, 1915. The special master's report was filed in the office of the United States district court clerk on December 2, 1914, and under the chancery rules the exceptions should have been filed within twenty days, but upon application of the railroads and some of the shippers Judge Trieber extended the time for twenty days.

MILWAUKEE

Joel W. Bingham, for many years engaged in the lumber business at Ashland and New London, Wis., and lately connected with various important business enterprises in Milwaukee, passed away recently at his home at the age of sixty-nine years. He was a thirty-third degree Mason. Mr. Bingham is survived by a widow and two daughters.

Fire of unknown origin in the sheds of the Pine Lumber Company, Milwaukee, recently destroyed two structures and 500,000 feet of lumber, causing a loss of $25,000, covered by insurance.

The Superior Manufacturing Company of Superior, Wis., recently sustained a loss of $10,000 when its dry kiln was destroyed by fire. This was the second time this year that the kiln was burned.

Hans Jacob Anderson, president and principal owner of the Anderson Lumber Company, operating a large woodworking plant, recently dropped dead while walking on the street near his home in Hudson, Wis. Death was caused by heart failure.

Michael Dalton, president of the Dalton, Lowrie, Wheeler Lumber Company of Superior, Wis., recently died at the home of his brother in Fond du Lac, after an illness of several months. Mr. Dalton was prominent in Superior business circles.

Logging in Brown County, Wisconsin, at a standstill for many years, will be resumed as the result of the purchase of 160 acres of timberland near Pittsfield, Wis., by A. Nicholai of Marshfield. Logging will start at once and mill machinery is on the field to be installed in a new sawmill which will be erected.

The Racine Carriage Company has been incorporated at Racine, Wis., with a capital stock of $25,000, representing the merger of the Racine-Sattley Company and the co-partnership of the Richardson-Kennedy Com-

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pany. Officers have been elected as follows: President, W. H. Richardson; vice-president, J. O. Kennedy; secretary-treasurer, J. C. Lund. The plant formerly occupied by the Racine Carriage & Wagon Company has been leased.

Forty Pottawottomie Indians recently arrived in Crandon, Wis., from Star Lake, Wis., and have been placed by the government agent on the cut-over lands recently vacated by the Keith & Hiles Lumber Company. Until homes can be built, the Indians will reside in the lumber camps of the company.

The Northern Furniture Company of Sheboygan, Wis., has received an order for 2,000 pieces of special furniture to be installed in "The Inside Inn," one of the large hotels to be opened for the Panama exposition at San Francisco in 1915.

The Wachsmuth Lumber Company has closed its sawmill at Bayfield, Wis., after a successful season. More than 20,000,000 feet of lumber was cut since the opening of the plant on April 15.

The Mosinee Land, Log & Timber Company of Mosinee, Wis., has placed its sawmill in operation. The company is bringing in a large supply of logs from its camps.

The Foster-Latimer Lumber Company of Mellen, Wis., is erecting a new dry kiln in connection with its planing mill and flooring plant. The new kiln is being built under the direction of Howard F. Weiss, director of the government Forest Products Laboratory at Madison, Wis., and is designed to dry lumber direct from the saw for use in the flooring plant and planing mill.

Announcement has been made that the Wisconsin & Northern railroad will erect the thirty miles of road to complete the route from Crandon to Shawano, Wis., some time next spring. The road will open up some of the finest hardwood timber in the state.

Wisconsin lumber and logging concerns are now in the midst of their logging operations and assurances are given that the logging output will be much larger than had been anticipated several months ago. Rice Lake companies will cut and ship about 30,000,000 feet to Rice Lake to be sawed, it is said. Eau Claire concerns will ship to that city about 35,000,000 feet of logs and the Bekkedal Lumber Company of Couderay will cut about 8,000,000 feet. The R. Connor Company of Marshfield, with mills at Strafford and Laona will cut its usual amount of timber. The Bissell-Wheeler Company of Marshfield will cut about 3,000,000 feet and the Upham Lumber Company of the same city will cut and saw its usual amount. The Roddis Lumber & Veneer Company, also of Marshfield, will cut from 3,000,000 to 5,000,000 feet, its usual supply.

Several Wisconsin lumber concerns have contributed liberally to the erection and furnishing of the Wisconsin building at the Panama exposition at San Francisco, according to Daniel E. Bowen, secretary of the Wisconsin Exposition Commission, recently banquetted in Milwaukee. The I. Stephenson Co., Trustees of Marinette donated all the hardwood flooring; the Underwood Veneer Company of Wausau furnished all the veneer paneling for the building and the Mason-Donaldson Lumber Company of Rhinelander recently shipped a carload of fine birch lumber to be used in the interior work of the structure.

The John Schroeder Lumber Company of Milwaukee has placed three logging camps in operation on Stockton Island, near its mill at Ashland. About 300 men are being employed in the camps.

The Wisconsin Veneer Company of Rhinelander, Wis., recently reorganized with an increased capital stock, has placed its plant in operation. About 100 men are now being employed, although the working force is to be increased later.

The large sawmill at Neopit, owned by the Menominee Indians, is now operating on day and night shifts and is probably one of the few mills in northern Wisconsin employing a night crew.

It is said that plans have been completed by the J. S. Stearns Lumber Company for operating its sawmill at Washburn full blast next season. It is rumored that the company has made heavy purchases of timberland in Minnesota.

The Rice Lake Lumber Company of Rice Lake has completed the work of laying 1,600 feet of new siding at its sawmill. This will give the company much additional space for the unloading and piling of logs at the mill.

W. B. Clubine, manager of the Hines Lumber Company's interests at Park Falls, Wis., has announced that the company will employ about 250 men in the woods near Park Falls this winter. The Hines sawmill has been closed after a successful season.

The Greenwood Heading & Lumber Company of Greenwood, Wis., has disposed of its holdings to Anson J. Campbell and Chester C. Campbell of Park Falls, Wis., who will conduct the business under the name of the Greenwood Lumber & Supply Company.

It is understood that the special committee of the Wisconsin legislature, appointed to investigate the proposed forest reserve, will recommend: That reforestation be continued in Wisconsin; that at present the area of the forest reserve be not extended; that all land within the reservation that is good for agricultural purposes be opened to actual settlers; that reforestation be only upon non-agricultural land. The committee will recommend about the usual appropriation, but that instead of its being made to the forestry board, it will be made to a new commission to be called the State Conservation Commission, to be appointed by the governor and to be composed of one member with a thorough knowledge of propagation, etc., of fish and game, one a technically trained forester, and the third a technically trained engineer.

DETROIT

The Porterfield Ellis Lumber Company, operating two camps near Port Mich., is employing 150 men and will cut this season about 8,000,000 feet of mixed timber. The company is carrying on one of the largest logging operations in Michigan and if the war had not brought about a depression in the lumber market four camps would have been in operation. Most of the timber cut this season will be shipped to northern Wisconsin mills.

Members of the Saginaw Valley Lumbermen's Association at an informal meeting with Lawton T. Hemans, chairman of the Michigan Railroad Commission, protested against the recent changes in the freight tariff. The changes in several cases, the lumbermen say, have been hardships upon the lumber industry. A relief committee has been appointed to recommend changes to the railroad commission.

At a recent dinner of the Grand Rapids Lumbermen's Association a general feeling of optimism pervaded. There has been an increased movement in the dry stock in Grand Rapids yards and it is the consensus of opinion that an increase in demand will soon be noticeable.

For the first time in the history of Alpena there have been sold at auction the holdings of a lumber company. The "loose property" of the once prominent Churchill Lumber Company has been sold under the mallet. Time was when the Churchill company controlled the greater part of all timberlands adjacent to the city of Alpena.

One of the last pieces of timber standing in Mason county, the home of the Stearns interest and long famous as a lumber manufacturing center, has been sold to the Ludington Basket Company by James Foley. The timber has been standing since the first lumbering operations were started in Mason and adjacent counties.

The Stearns Salt & Lumber Company has started the erection of a new dry kiln at its plant at Ludington and when it is finished will be the seventh kiln at the plant. It will materially expedite the handling of lumber. The new kiln is the latest design. Like the other kilns, it has a capacity of 15,000 feet of lumber. In addition to this improvement the company has installed a new flooring manufacturing machine. It is a high power machine and is equipped with a polisher. Its installation will mean a greater capacity for output at the Stearns plant.

The Copper Country Commercial Club, an organization formed in the interests of Michigan's copper country at large, is in negotiation with the American Thread Company regarding the establishment of a spool factory in the copper country. The company desired a tract of white birch and the club has located a tract of 90,000 acres of such timber.

Richardson & Avery have established a new lumber town on the Soo railroad near Sault Ste. Marie through the removal of the mill recently purchased from the Forest Lumber Company at Tower, Mich. The new town has been named Raco. The company has timber enough to insure operations for twenty-five years. The mill is almost completely assembled at the new site and enough logs have been cut to operate as soon as sleighing permits their being hauled from the woods. The stock consists mainly of hardwood and hemlock. A stave mill will be operated in connection with the sawmill. The mill will be under the active management of Charles McGinnis.

The Eau Claire Basket Company is now receiving a season's supply of logs at its factory at Eau Claire. If sleighing continues good enough logs for the season will soon be on hand.

Ader & Gray and D. B. Gray & Co., two upper peninsula associate logging firms, have filed petitions in bankruptcy at Marquette. Poor business conditions in the lumber market are given as the reason for the failures. The companies have been operating in the upper peninsula of Michigan for thirteen years.

The W. J. Brinen Lumber Company has been formed at Muskegon and has taken over the mill property and stock of the W. J. Brinen Company, a copartnership concern operated formerly by the late W. J. Brinen and his son, W. J. Brinen, who is interested in the newly-formed company. Other stockholders are William Munroe, George M. Gottshall and John H. Morse, mayor of Muskegon.

Benjamin Robbins of the Robbins Table Company of Owosso, discussing the past year's business, says, "Our business in 1914 was just fair. It was started off well but was not good the latter part of the year. However, we look forward to an improvement in 1915."

Frank Woodward of the Woodward Furniture Company and of the Owosso Casket Company, regarding the year just ended said that his trade in 1914 was better than in 1913, and prospects are bright for 1915. The casket business averages about the same every year. Competition was very keen last year.

After many weeks of idleness the Schneider & Brown sawmill at Marquette has resumed operations with a crew of thirty men. The mill was closed early in the slump in the lumber market. The day crew will be kept at work indefinitely, says Mr. Schneider, and whether a night crew will be employed later depends upon business conditions.

The Knapp & Scott sawmill at Bay City is now operating both day and night shifts, giving employment to thirty-five additional men. The company has a supply of logs and considerable trouble has been experienced in allowing steam to go down at night during the severe weather, so a decision to operate both night and day was reached.

Extensive lumbering operations, considering the program being generally followed, are being carried on at Hubbard Lake, near Alpena, by the Western Cedar Lumber Company. Other firms are also working in the vicinity.

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Hardwoods and Mahogany
Specialties
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The Kelly Chair Company's factory which was removed from Grand Rapids to Hancock, in the upper peninsula, is now ready to begin operations at that place. The company has already manufactured samples at the Hancock plant for exhibition at the Grand Rapids and Chicago shows. The factory is well equipped and is so constructed that its capacity may be increased at any time the demand warrants it.

The Essey Manufacturing Company of Owosso is one of the few companies to report 1914 a satisfactory year. C. F. Rigley, president of the company, says 1914 was a good year and he does not see why 1915 will not be equally good.

The Menominee River Boom Company, composed of northern Michigan and Wisconsin mill owners, delivered from points north of Menominee and Marinette to the mills at the mouth of the Menominee river 10,771,201,956 feet of logs in the period since it began operations in 1868, according to statistics just compiled by the company. The total estimated value of these logs is given at $100,000,000. During the year 1914 there were 22,734,190 feet of logs delivered by the company. In 1889, which was its biggest year, the company delivered 642,000,000 feet of logs. In 1888 the average log was 102 feet, and in 1914 was 39 feet. Many logs are now being shipped to Menominee and Marinette by rail, taking the work formerly performed by the company

The Hardwood Market

CHICAGO

The Chicago factory trade is at a standstill on account of the furniture exhibits which opened in this town on January 4. It will not be known until these exhibits are well under way just what can be expected during the spring of 1915, but up to date the apparent expressions have been much more optimistic than otherwise, and the furniture men frankly state that if these shows turn out at all favorably, they will be in the market for their entire stocks of lumber.

It is generally admitted that factory stocks are shot to pieces, and at the same time the yard people have not kept their stocks up to a point which could be considered even approaching normal.

It is really best to refrain from any predictions regarding possible developments until after the shows are over, or at least until they have been going on long enough so that it will be possible to form an intelligent opinion.

BUFFALO

The year 1915 has hardly begun to show activity for the hardwood dealers, but they feel that it is going to do so soon and that January will show a pretty fair improvement over December. The feeling is now as optimistic as can be expected with so much of uncertainty in the general business situation. The past year wound up in a much less satisfactory way than it started in, owing to the unexpected developments abroad, but the holding off on the part of buyers, which has for some time been so pronounced, seems likely to result in fair purchases before long to replenish stocks.

Hardwood prices are not so firm as desired, owing to the keen competition that has prevailed for some time but it is believed that they have reached the bottom and will soon make a better showing. The opportunity has seemed favorable for wholesalers themselves to buy, and stocks are now coming into yards on a larger scale than for some weeks. Oak and maple have been selling in the lead, as usual, but for all hardwoods the demand has not been at all active for some weeks.

PHILADELPHIA

A concerted expression as to a positive trade aggression marks the opening of the new year. The average sales manager curtails his purchases near the end of the fiscal year in order to make a good showing, in consequence of which the stock pile which naturally is low will necessitate a vigorous activity to build it up in January, but after the first month of the new year it is believed spontaneously normal conditions will begin. It is a matter of surprise in these perilous times that not in the last decade has there prevailed such an universal spirit of confidence and optimism at the beginning of a new year. The confirmed pessimist of a few months ago has emerged from his chrysalis of gloom into a veritable winged state of hopefulness and courage.

The decline of business activity of late has given the merchant ample time to figure out the potentialities of the near future for trading, and he is reasonably convinced that the foreign trade will be rushed to this country in spite of the abnormal freight rates and that this in turn will reflect favorably on the lumber interests. Although the railroads are persistently close mouthed as to their immediate or future intentions, the quiet feelers reaching out from the purchasing department are encouraging, and the supposition is that orders may appear on the boards at most any moment. The hardwood trade for the last fortnight has been practically at a standstill, but this condition is not unusual.

PITTSBURGH

The general situation here is so much improved, especially in an industrial way, that hardwood men believe business cannot be withheld much longer. Already some nice requisitions are coming out from the railroads. The manufacturing trade has not taken hold as yet, but is expected to come into the market at any time. Prices are beginning to stiffen. Yards show pretty low stocks on inventory, and retailers who are optimistic are putting in their inquiries for hardwood. Some retailers are inclined to wait on business developments as they believe that if business gets better they can well afford to pay higher prices for lumber. Stocks of hardwoods are not large and many good mills have been down on account of lack of water.

BOSTON

The hardwood business in this district is quiet. The normal decrease in buying at this season is not more noticeable than in previous years. In fact, it is apparent that many users are now obliged by lowered stocks to buy continuously instead of being able to stop purchases completely for a considerable time at this period, which has heretofore been a policy with a great many concerns. The practice maintained for a number of months of postponing buying to the last limit awaiting price concessions is now having an effect of strengthening prices. The use of the better grades has been so nearly parallel to production that the closing of the mills has found many with a very small percentage of their stock in these grades, and in consequence the values of good lumber are holding practically unchanged. From a similar cause the offering of the lower grades has been quite insistent, but increased call by the railroads which use a great deal of the low grade, and buying for immediate wants by other industries certain to take place in the near future, the mills holding this class of stock show a great disinclination to make any further cuts in prices. While the familiar reasons which deter dealers from trying to stimulate buying by lowering quotations have a very strong influence, the forthcoming raise in freight rates to the East makes it necesasry to hold all transactions to a reasonably firm basis. Specialties in widths, grades, etc., which are normally selected in general manufacturing or shipping are growing more difficult to obtain and are in good demand and value.

BALTIMORE

The new year is not sufficiently advanced to show its effect upon the hardwood trade. For the present pronounced quiet prevails and the situation is not appreciably different from that which has existed for weeks past. Members of the trade are still too much engrossed with details incidental to the close of the year to give much attention to the soliciting of orders, though the more hopeful feeling which began to manifest itself about the beginning of December is still in evidence and has perhaps taken on a more decided tone. This feeling, of course, is based upon expectations and not upon recent developments. The end of a year is not a time for a positive improvement to show itself, the trade being largely in abeyance. But the forecasts of members of the trade are none the less almost uniformly favorable, being inspired by the belief that the improvement which has already taken place in the situation will become more pronounced before long and that while the holiday period may have interrupted the revival temporarily, it has not permanently checked recovery.

No very positive quickening in the demand from furniture manufacturers is expected until after the exhibition in New York, which will give them a clearer idea of probable requirements and the trend of the trade. Much in the way of an augmented inquiry is hoped from the railroads as a result of the freight rate decision. If the railroads do enter the market for hardwoods to any extent, the trade will be greatly benefited and a general stimulus will be given to it.

As for the foreign business, it shows no material changes. Hope for a considerable gain in the foreign demand is necessarily associated with the restoration of peace, and this aspect of the situation presents some encouragement. For the time being, of course, all of the belligerents deny that they want peace, but it seems likely that the conflict will not last again as long as it has continued, and with the cessation of hostilities imperative needs will assert themselves. Prices are still more or less unsettled, but the mills are in no hurry to resume operations and stocks are held down to moderate proportions.

COLUMBUS

The market for hardwoods in Columbus and central Ohio during the past fortnight has been rather quiet. That condition is to be expected because of the holiday season and the taking of the usual yearly inventories. The tone of the market remains good, however, and future prospects are said to be better.

Dealers are not buying a great deal, but this condition is expected to change as soon as stock taking is finished. It has been ascertained that stocks are very low and that it will be necessary for dealers to replenish their supply before much retail business can be done. The cold weather has stopped practically all outside construction work and consequently the demand is not so marked.

Factories making implements, vehicles and furniture are the best customers among the manufacturers. The feeling in manufacturing circles is growing better and a better feeling in the lumber business is anticipated as a consequence. Stocks in the hands of factories are small and the

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same is true of retailers' stocks. Yardmen have been loath to increase their stocks before the taking of inventories.

Prices generally are steady, although there is some cutting where stocks have accumulated. The cutting does not amount to a demoralization in the market, however. Dry stocks in the hands of mill owners are not large. Shipments are coming out promptly all along the line. Collections are still bad.

Both quartered and plain sawed oak is rather firm and the volume of business is all that might be expected at this time of the year. There is a good demand for chestnut, especially sound wormy. Ash and basswood are rather quiet. Poplar stocks are in fair demand and prices are steady. Other hardwoods are unchanged.

CINCINNATI

There is a better tone to the hardwood situation, many dealers reporting better business than for many weeks. There is a more substantial ring to the inquiries that are coming in, indicating early buying.

Steady curtailment goes on at manufacturing points and this has been a big help to hardwood conditions during the depression, and although demand is much improved, it is hoped that mills will hold up just a little longer, when it is confidently believed they can go to cutting full tilt and with confidence. Right now there is a tendency toward better prices, wholesalers realizing that when a steady call for hardwood comes it does not take very long to take up surplus dry stocks, and while this condition is confidently looked for it is safer to hold down production just a little longer and be on the safe side.

There is little improvement in No. 1 common poplar, but some good sales have been reported in firsts and seconds, and the low grades are again in active demand. Firsts and seconds plain oak are also in good request. The lower grades while improved are a little slow. Improvement in call for quartered oak has been steady and much confidence is expressed in the near future demand. Ash right now is among the best sellers, thicker than inch being in excellent demand. This is true also of maple, both hard and soft West Virginia stock. Improvement in gum is not so noticeable, although sap gum is in much better request than red; low grades, however, sell readily. Common and better chestnut is slow, but sound wormy is fairly active.

TOLEDO

The hardwood situation remains practically unchanged. The movement at this time is very slow, as most of the concerns are busy taking inventories. Dealers are not anxious just now to risk very much cash in investments, although wholesalers are pointing to the slight raise already made in the yellow pine market and declaring that all lumber is bound to follow this lead and increases will hold. Most of the local yards are fairly well stocked, although many lines are broken and there is bound to be considerable buying. Lumber dealers and building men generally are predicting a big year as soon as the weather becomes settled. Prices here have held well despite the slow trade. Factory buying is about normal and it is believed that the railroads will soon begin to place orders which will help out the situation materially.

INDIANAPOLIS

Hardwood men in this vicinity report that the new year has started out quietly. There has been an increase in inquiries, but not much actual business has resulted. It is thought, however, that these inquiries will lead up to some very substantial orders before long.

There has been no recent change in prices. Hardwood men, in fact, will be satisfied if they can keep prices at their present figure. There is no indication, however, of a decline. It is thought that a few weeks of good business will result in the prices advancing.

Furniture factories are inquiring, but are not doing much buying, most of them seemingly being in the humor to hold off until after the furniture shows.

There was a little flurry of buying in December, but this has passed away, leaving the market quiet but hopeful.

MEMPHIS

The trade is facing the new year with confidence. The belief has prevailed for some time that there would be a good volume of business as soon as the new year began. Before the close of the old year there were enough inquiries to suggest a decided increase in a very short time and members of the trade here are of the opinion that this will begin to materialize by the middle of the current month, if not sooner. Representatives of hardwood firms here who have recently been on the road bring back much more encouraging reports, and these have not been without their influence in creating a belief in general improvement. It is suggested by these gentlemen that stocks in the hands of consumers are quite small and that distributors have also been buying from hand to mouth. There is no doubt in the minds of hardwood lumber interests here that general business conditions are improving and that they anticipate that this will result in increased buying on the part of both consumers and distributors. It is also anticipated that prices will be somewhat higher as soon as business gets well under way. This view is based in part on the expected increase in demand and in part on the decreased offerings. As a general

rule hardwood lumber stocks in the South are smaller than when the war broke out in Europe and in some instances they have become quite broken. This is only another way of saying that shipments have been heavier than production. In fact, the position of the market, from a technical standpoint, is considered quite favorable to an advance. There has been no regret expressed on the part of any member of the hardwood trade regarding the passing of 1914. That year brought a great deal of trouble to the lumber people who are all glad to see it behind them. They are facing the new year with renewed hope and courage and with the determination to contest successfully with unfavorable conditions growing out of the war in Europe with its resultant depression in almost every channel of trade.

There has been no material change during the past two weeks in the position of the various items here. There has been a rather insistent demand for plain oak in both red and white and a moderate movement in quartered oak has likewise been noted. There is a continued good demand for the lower grades of cottonwood and gum. Sap gum sells at a very satisfactory rate, while red gum in the higher grades is attracting increasing attention. Ash is offering in only a moderate way and the market thereon is quite firm. Most of the improvement expected in market conditions is looked for in domestic channels. The situation abroad does not look particularly attractive for the double reason that there is no very large demand from that source and that ocean freight rates are so high as to be almost prohibitive. In fact, the majority of those who have heretofore been catering almost exclusively to the foreign markets have turned their attention to the domestic ones and are striving to make up in the latter for the business they have lost in the former.

The increased inquiries and the growing belief in more favorable market conditions will probably lead to some increase in the output of hardwood lumber in this territory within the next few weeks. The tendency toward resumption has already developed sufficiently to make itself felt to a certain extent and further developments along this line are anticipated by those who are looking for a broader market. So far as the local situation is concerned, however, there has been practically no change in the output during the past fortnight. Plans along that line have been held up until after the beginning of the new year and this is not sufficiently advanced for these to be fully completed. More definite information along this line will doubtless be available within the next fortnight.

NASHVILLE

Lumber firms of this city start the new year with confidence that the gradual improvement that has been experienced in other business will extend to the lumber industry. Nashville firms report some nice orders for the start of the year, and are optimistic as to the future. It is estimated that production of hardwood lumber in this territory has been curtailed forty per cent or more, and with the resumption of normal trade there should at once be something doing in prices. Manufacturers believe that the demand is bound to come. Stocks of most small concerns have been almost cleaned up, and the volume of lumber is in strong hands, which causes confidence as to the future. There is little disposition to make great concessions in prices to land business.

KNOXVILLE

There has been very little change for the better in this section. No one expects to see a large demand for lumber until after inventory taking is over. For the past year business with the planing mills has been fairly good; in fact, some of them show an increase over last year's volume, but with the sawmill men and wholesalers business does not compare very favorably with 1913.

The furniture and mantel factories report their business considerable off as compared with former years. A small improvement has been noted in inquiries, and it is the general opinion that business will begin to pick up within the next month. There is one thing certain: In case there is anything like a normal demand for hardwoods for the next three or four months, there surely will be a scarcity; stocks now are broken and the small millman has not been operating for four months, and most of the larger mills have either been shut down entirely or running just enough to maintain their organizations.

There seems to be a fair demand for ash, quartered oak, basswood and low-grade poplar, and the stocks of all these woods are very low. Plain oak in some grades is not moving very briskly, but there is a very good demand for some grades and thicknesses. Chestnut remains about the same, but the supply of all grades is low.

Collections are rather slow. From reports of the banks there appears to be money enough, but some are still taking advantage of the situation and asking for renewal and extensions very regularly.

LOUISVILLE

The dawn of a new year has found the hardwood interests of this section feeling much more optimistic regarding prospects. And, as it happened, instead of bare opinions and predictions, they have had something more substantial upon which to base their sentiment. Trade has really been improving, in spite of the fact that the inventory season is on, and heavy business would be difficult to account for. There has been a good deal of mixed car business, indicating that consumers are running their plants and need the material for current consumption, while it is reported

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from a number of big markets that consumers are anxious to contract for lumber for delivery during 1915, and are endeavoring to get their requirements covered at 1914 prices. Some of this business is being accepted, but lumbermen as a rule are chary of taking on contracts of this kind, in the face of what appears to be the beginning of a strong upward movement. Every indication points to bigger volume and better prices, and those who have lumber, especially dry stocks, ready to ship, are inclined to hold out for increases, which consumers are gradually acceding to.

BRISTOL

Bristol lumbermen report a better tone to trade and brighter prospects for spring business. They feel that the freight rate advance granted the eastern railroads will be a factor in restoring former business conditions. While not a large volume of business is being done by the lumbermen of this section, the yard stocks are low and if there is any appreciable improvement many of the mills will resume operation before spring. The most of the mills closed September or October, although a number of large band mills have been running regularly. Some of the lumbermen report that they have lost some business lately on account of low stocks on their yards.

ST. LOUIS

The hardwood trade is quite dull following the holiday season. As inventorying has not been fully completed dealers do not as yet know exactly what their requirements will be, and few orders are coming, although inquiries are numerous. The outlook is promising and points to increased sales and prices within the next few weeks. Local distributors have fairly good stocks on hand, ample for current needs, and they are getting ready to start out for new business. There is a slight improvement in the demand for cypress. Most of the country yards are very low in stocks and are expected shortly to come into the market for their spring requirements.

MILWAUKEE

One of the most hopeful signs in the Milwaukee situation is the fact that a great deal of important building has been held over until spring, making it practically certain that there will be plenty of activity and business within the near future. Figures prepared by W. D. Harper, building inspector, show that during the month of December there were 132 permits issued for buildings to cost $393,410, as compared with 176 permits and an investment of $867,468 during the corresponding period a year ago. The total building investment for the year just closed amounted to only $9,882,085, as against $13,590,084 during 1913. Building Inspector Harper says that plans have been completed for many large building projects, but that the depression in many lines of business resulted in the work being laid over until spring.

Lumber companies and many of the large lumber consuming concerns are completing their inventories, and it is expected that business will soon take on more activity. The inventories have shown many manufacturers that their lumber stocks are low, and this is expected to be another incentive to buying. Wholesalers are confident that business will begin to show a little more life soon after January 15. They say that retail yards about the state are not stocked up heavily in hardwoods and that the average retailer will have to begin placing his orders soon for stocks if he expects to be ready for the spring building season. Dealers have been ordering very carefully during the past few months, but it is believed that buying will be carried on a little more freely from now on. The fact that more inquiries are being received from various sources is a most hopeful sign. While actual orders are still coming in rather slowly, improvement is confidently looked for before the close of the present month.

Prices seem to be holding their own. It is generally understood that stocks at most of the northern mills are light and that any surplus will be wiped out just as soon as business shows improvement. The scattering holders of large stocks are not inclined to give any concessions, in view of a better business ahead and the certainty that stocks at the mills are light. News from various sections of the northern Wisconsin lumber country indicate that lumber concerns are showing a little more confidence and that plans are being made to increase the log output over the point decided upon some months ago.

DETROIT

A fair number of inquiries, some of them resulting in sales, are reported in the Detroit market. Dealers generally are of the opinion that the many forecasts of good times and increased business will assume some concrete form before long, although they, of course, do not expect this until after inventories have been completed. Inventories are expected to show stocks at the retail yards and manufacturing plants to be well below normal as compared with other years.

The center of attraction at present is the furniture show. Dealers receiving reports from Grand Rapids say many buyers are being attracted to that market and outside manufacturers who have placed exhibits are in a very optimistic frame of mind. Some announce business in 1914 was not so bad as it was generally painted. Prices have not varied for several weeks, but there is an expectation that they will advance. With from sixty to ninety days, Detroit dealers say, the hardwood market would be back well toward normal in price.

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During our few months' shut down we have maintained our usual prompt and efficient service on shipments of

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from the 20,000,000 feet of stock we had in yard at time we stopped sawing.

Our stock is now rapidly assuming normal proportions and we shall welcome inquiries for immediate shipment.

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—A HIGH GRADE

Experienced lumber salesman, commanding good established trade, Indiana and Ohio especially; also western Pennsylvania; by large northern Wisconsin hardwood and pine manufacturer and wholesaler.

Address "BOX 129," care HARDWOOD RECORD.

A PITTSBURGH WHOLESALE

Lumber firm wants a young hardwood man with selling ability as well as being a good office correspondent. Also want a couple good traveling men with established trade in white pine and yellow pine in the territory adjacent to Pittsburgh.

Address "BOX 10," care HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

LUMBER FOR SALE

We are practically giving this away:

TOUGH WHITE ASH

77,000 ft. 6/4 No. 2 Com. & Better.
147,000 ft. 8/4 No. 2 Com. & Better.
19,000 ft. 12/4 No. 1 Com. & Better.

Manufactured at our own mill Metropolis, Ill., band sawn and well edged and trimmed.

Write quickly for delivered prices.

NICHOLS & COX LBR. CO., Grand Rapids, Mich.

TIMBER WANTED

HARDWOOD TIMBER STUMPAGE

Wanted—from 10 to 20 million feet in Kentucky, Tennessee or West Virginia.

Address, "BOX 128," care HARDWOOD RECORD.

LUMBER WANTED

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

TIMBER FOR SALE

FOR SALE—LARGE TIMBER ON

160 acres Virgin Oak in southwestern Missouri. For particulars apply to M. O. MARTIN, 32 N. Prince St., Shippensburg, Pa.

TIMBER LANDS FOR SALE

FOR SALE—1,500 ACRES

Containing 20,000,000 feet fine Cypress timber on north shore of Lake Okeechobee, 1 mile from town of Okeechobee, Fla. Soil rich muck. 1½ lake front. Good harbor controlled by these lands. Good opening for energetic men. Other timber tributary to this. For plat and price apply to

FORSTER LUMBER CO., Milwaukee, Wis.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

DIMENSION STOCK WANTED

WANTED

Hard Maple and Beech Squares 42", 44" 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.

THE COLUMBIA MFG. CO., New Philadelphia, Ohio

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White Wide schedule of sizes. Spot cash payment.

Address "BOX 91," care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES

$10,000

For sale Hardwood Specialty, chiefly turning, in Philadelphia, Pa., stock, good will and machinery. Old established business. Has generally netted $4,000 per annum.

Address "BOX 12," care HARDWOOD RECORD.

EXCELLENT OPPORTUNITY

For planing mill men to purchase modern, up-to-date planing mill at Reading, Pa., of B. F. Sheeder Estate. New brick buildings, thoroughly equipped with modern and new machinery. As now managed, limited capital only required. Price $15,000.

Address "BOX 124," care HARDWOOD RECORD.

MISCELLANEOUS

LIST OF SAW MILLS

Also shingle and lath mills, creosoting plants, remilling plants, crosstie, piling and stave producers in Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee and Arkansas. Shows railroad location, daily capacity pine, also hardwood, capacity planers, steam and smoke kilns. $3.00 complete.

UNITED SAW MILLS CO., New Orleans, La.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

CHICAGO

E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

FISHER BLDG. HAR. 1187

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks Stencils and Key Hammers

GERLACH

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland Sixth City

Hardwood Consumers' Requirements for 1915

The business depression of the past year has compelled the woodworker to economize wherever possible. He has tried to save money by looking for the cheapest raw material that would meet his requirements. As a result, changes in kinds, grades and dimensions of hardwoods used for 1915 will be more marked and widespread than ever.

The most effective sales corps is the one which has most complete knowledge of customers' needs — a mediocre salesman with this information can make a better showing than the class A man who hasn't it.

A $40,000 investment in collecting and compiling just this information proves to us that no company can afford to individually maintain such a service on a thoroughly effective basis. We offer you the opportunity of protecting your selling investment by providing it for you — all filed for quick reference and instant use.

It is now being corrected throughout for 1915 changes and will be ready for use in revised form in a couple of weeks.

Don't overlook this chance of making the work of your sales department more effective at very little cost.

WRITE FOR PARTICULARS

Hardwood Record, Chicago, Ill.

The revised information is of course most effective while fresh

THIS BIG LOG

Eight feet in diameter, was snaked 800 feet up a 30 per cent grade, over rough ground, with a 1⅛-inch Yellow Strand Powersteel cable that had been in constant use for over six months. This same cable yarded over 7½ million feet of lumber without breaking. It was still serviceable at the end of the season.

Yellow Strand Powersteel

is made especially to withstand the tremendous strains and the wear and tear of logging. It is strong, elastic, flexible, economical.

Try Yellow Strand Powersteel yourself and you'll soon find out that **"A Yellow Strand In Your Rope Means Yellow Gold In Your Pocket."** Order direct or through any of our agents.

FREE Our illustrated monthly magazine—THE YELLOW STRAND—free for one year to all rope users. Write for it.

Ask for Catalog No. 50

Broderick & Bascom Rope Co.,
St. Louis, Missouri

OFFICES.....St. Louis and New York
FACTORIES.....St. Louis and Seattle

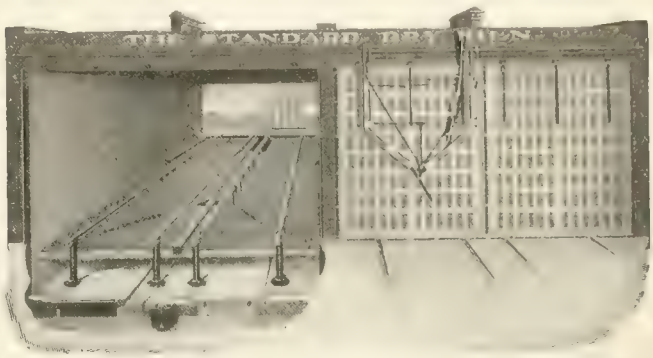
AGENTS EVERYWHERE

Absolute Control

For the successful kiln-drying of your lumber, it is essential that the drying elements be absolutely under the operator's control. Any user of

The Standard Dry Kiln

will be pleased to tell you about the complete success of The Standard Drying System, in this and other respects. Write for the catalog and 64-page List of Users. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



Baldwin Loggers

are built for SERVICE, and they will SERVE YOU WELL

The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

THE BALDWIN LOCOMOTIVE WORKS
PHILADELPHIA, PA., U. S. A.
Cable Address:—"Baldwin, Philadelphia"

REPRESENTED BY

F. W. WESTON.....50 Church Street, New York, N. Y.
CHARLES RIDDELL.....625 Railway Exchange, Chicago, Ill.
C. H. PETERSON.....1610 Wright Building, St. Louis, Mo.
GEORGE F. JONES.....407 Travelers' Building, Richmond, Va.
A. WM. HINGER.....722 Spalding Building, Portland, Oregon

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

VENEERS

Cut right; dried right; prices right

HUMBOLDT, - TENNESSEE

Sliced Quartered Oak

Cut to Dimension, Jointed and Taped,
Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

LIDGERWOOD

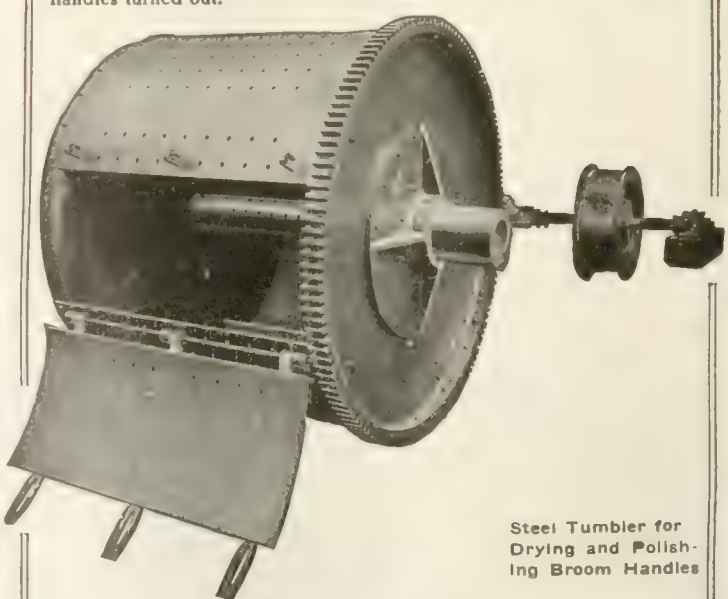
LOGS AT MILL AT LOWEST COST

SKIDDERS

Lidgerwod Manufacturing Company, 96 Liberty Street, New York

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Where We Make

Rotary Cut VENEER

AND

Three and Five Ply PANELS

OF THE BEST WISCONSIN

Birch Gray Elm Basswood Red Oak

ALSO

Quartered Oak and Mahogany Panels of every grade

This is the stock that satisfies the [illegible] of furniture, interior finish and [illegible] is of under right conditions, [illegible] carefully handled all the way [illegible]

A Trial Order Will Convince You

THE UNDERWOOD VENEER COMPANY THOMAS STREET WAUSAU, WIS.

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors All Carried in Stock Ready for Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee Wisconsin

OUR

BIRCH VENEERS

ARE THE PRODUCT OF HIGH GRADE LOGS FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES. **WISCONSIN**

A Complete Stock

EVERYTHING IN NORTHERN HARDWOOD

Send Us Your Inquiries

R. CONNOR CO., Marshfield, Wis.

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4 4 No. 2 Common and Better Unselected Birch.
300,000' 4 4 No. 1 Common and Better Unselected Basswood.
350,000' 4 4 No. 2 Common Basswood, Rough.
400,000' 4 4 No. 3 Common Basswood, Rough.
300,000' 6 4 No. 2 Common and Better Soft Elm.
100,000' 6 4 No. 3 Common Soft Elm.
500,000 4 4 No. 2 Common and Better Hard Maple.
1 Car 8 4 No. 2 Common and Better Basswood.
1 Car 5 4 Nos. 1, 2, and 3 Basswood.
3 Cars 4 4 No. 3 Common Ash.
5 Cars 6 4 Soft Elm Scoots.
3 Cars 6 4 Birch Scoots.
1 Car 4 4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods PHILLIPS, WIS.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

100 M 4/4 End Dried White Maple
40 M 5/4 End Dried White Maple
30 M 6/4 End Dried White Maple
40 M 8/4 End Dried White Maple
24 M 1/1 and 2/1 Hard Maple 4/4 12 ft
70 M 6/4 Common and Better Hard Maple
50 M 8/4 Common and Better Hard Maple
25 M 10/4 Common and Better Hard Maple
50 M 12/4 Common and Better Hard Maple
30 M 16/4 Common and Better Hard Maple

FULL THICKNESS BAND SAWN QUICK SHIPMENT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 6" and wider Common and Better 4/4 Maple.
100 M ft. 6" and wider Common and Better 6/4 Maple.
100 M ft. 8/4 No. 2 Common and Better Maple.
100 M ft. 8/4 No. 3 Rock Elm.
100 M ft. 8/4 No. 2 Common and Better Rock Elm.
100 M ft. 6/4 No. 2 Common and Better Rock Elm.
50 M ft. 5/4 No. 3 Com. Basswood.
100 M ft. 6/4 No. 2 Common and Better Birch.
100 M ft. 5/4 No. 2 Common and Better Birch.
100 M ft. 4/4 No. 2 Common and Better Birch.
25 M ft. 10/4 No. 1 Common and Better Soft Elm.
15 M ft. 10/4 No. 2 Common and Better Birch.
15 M ft. 12/4 No. 2 Common and Better Birch

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

We want to move the following:

4 cars 8/4 No. 2 Common & Better Soft Maple.
5 cars 4/4 No. 1 Common Basswood.
4 cars 6/4 No. 2 Common Elm.
4 cars 8/4 No. 1 Common Hard Maple.
1 car 10/4 No. 1 and No. 2 Common Hard Maple.
5 cars 5/4 No. 2 Common & Better Beech.

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN

BUFFALO

The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
Oak, Ash and Poplar
932 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
Gray Elm, Brown Ash
Pacific Coast Fir and Spruce
2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Manufacturers

Gum
Oak
Cypress

General Lumber Company

Cottonwood
Maple
Elm

Memphis, Tenn.

J. V. Stimson Mills

J. V. STIMSON - - - - Huntingburg, Ind.
J. V. STIMSON HARDWOOD CO., Memphis, Tenn.
STIMSON VENEER & LUMBER CO. Memphis, Tenn.

Entire Line of WELL MANUFACTURED

Hardwood Lumber

From 3/8" thick up, in Dry Stock, including

OAK and RED GUM

PLAIN AND QUARTER SAWN

Walnut, Poplar, Hickory, Ash Elm and Maple

and

ROTARY VENEERS

In Any Dimension Desired

ABC AND WESTERN UNION CODES

ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

¶ It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

150,000 ft. 4 4 Firsts and Seconds	WHITE OAK
220,000 ft. 4/4 No. 1 Common	WHITE OAK
160,000 ft. 4/4 No. 2 Common	WHITE OAK
45,000 ft. 5/4 Firsts and Seconds	WHITE OAK
85,000 ft. 4/4 Firsts and Seconds	RED OAK
150,000 ft. 4/4 No. 1 Common	RED OAK
100,000 ft. 4/4 No. 2 Common	RED OAK
100,000 ft. 4/4 Sound No. 3	OAK

We also have a circular mill, from which we are offering the following stock:

75,000 ft. 4/4 No. 1 Common Red Oak
125,000 ft. 4/4 No. 2 Common Red Oak
25,000 ft. 4/4 No. 1 Common White Oak
70,000 ft. 4/4 No. 2 Common White Oak

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure. The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

Hardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, JANUARY 25, 1915

Subscription $2.
Single Copies, 10 Cents.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles.....160,000

QUICK SHIPMENT *RIGHT PRICES*

Penrod Walnut & Veneer Co.

Mills, Kansas City and Helena, Ark.

Address all inquiries to
General Offices
KANSAS CITY, MO.

Kansas City Plant
Exclusively
WALNUT

American and Circassian Figured and Plain
VENEERS and LUMBER

Helena, Ark., Plant
Exclusively
Rotary Cut Veneers

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP TO 104″

PENROD-JURDEN-McCOWEN LUMBER COMPANY

BAND MILLS: BRASFIELD, ARK.

Address all inquiries to sales office
KANSAS CITY, MO.

Ready for immediate shipment
RED GUM

QUARTERED	PLAIN
2 cars 4/4″ 1s and 2s.	3 cars 4/4″ 1s and 2s.
1 car 5/4″ 1s and 2s.	2 cars 5/4″ 1s and 2s.
1 car 6/4″ 1s and 2s.	1 car 6/4″ 1s and 2s.
2 cars 8/4″ 1s and 2s.	3 cars 8/4″ 1s and 2s.
	1 car 10/4″ 1s and 2s.
3 cars 4/4″ No. 1 Com.	3 cars 4/4″ No. 1 Com.
1 car 5/4″ No. 1 Com.	2 cars 5/4″ No. 1 Com.
1 car 6/4″ No. 1 Com.	2 cars 6/4″ No. 1 Com.
2 cars 8/4″ No. 1 Com.	3 cars 8/4″ No. 1 Com.
	2 cars 10/4″ No. 1 Com.

The Famous Cache River Red Gum

Band Sawn—Dry—Flat

Plain and Quarter Sawn Red and White Oak always in stock

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS, OUR OWN MANUFACTURE

Sales Department

COBBS & MITCHELL, Inc.

CADILLAC, MICH. JANUARY 4, 1915.

DRY STOCK LIST

4/4 Basswood 1s & 2s	100 M
4/4 Basswood, No. 1 Common	200 M
4/4 Basswood, No. 2 Common	500 M
4/4 Basswood, No. 2 Common & Better	100 M
4/4 Basswood, No. 3 Common	200 M
4/4 Red Curly Birch, 1s & 2s	M
4/4 Cadillac Gray Elm, 1s & 2s	40 M
1x14 & up Cadillac Gray Elm, 1s & 2s	8 M
4/4 Cadillac Gray Elm, No. 1 Common	100 M
4/4 Cadillac Gray Elm, No. 2 Common	200 M
6/4 Cadillac Gray Elm, 1s & 2s	95 M
6/4 Cadillac Gray Elm, No. 1 & 2 Com	33 M
8/4 Cadillac Gray Elm, 1s & 2s	43 M
8/4 Cadillac Gray Elm, No. 1 & 2 Com	15 M
8/4 Rock Elm, No. 2 Common & Better	25 M
8/4 Rock Elm, No. 3 Common	23 M
4/4 White Maple, End Dried (Clear)	9 M
4/4 Birdseye Maple, End Dried	2 M
5/4 Maple Step, 1s & 2s	18 M
4/4 Maple, No. 3 Common	68 M
4/4 Elm & Basswood, No. 4 Common	70 M
4/4 Red Oak, No. 1 & 2 Common	100 M
4/4 Red Oak, No. 3 Common	27 M

"It is not what lumber costs you so much as what you can get out of it, that decides its value for your work."

MITCHELL BROTHERS CO.

DRY STOCK LIST

MICHIGAN HARDWOODS

CADILLAC, MICH. DECEMBER 2, 1914.

4/4 Ash, No. 2 Common & Better	16 M
4/4 Basswood, 1s & 2s	44 M
1x6 Basswood, 1s & 2s	31 M
4/4 Basswood, No. 1 Common	67 M
4/4 Basswood, No. 2 Common	65 M
1x6 Basswood, No. 2 Common	14 M
4/4 Basswood, No. 3 Common	60 M
4/4 Birch, 1s & 2s Red (Part Dry)	18 M
4/4 Birch, No. 3 Common	87 M
4/4 to 8/4 Cherry, No. 2 Common & Better	17 M
4/4 Cadillac Gray Elm, 1s & 2s	100 M
4/4 Cadillac Gray Elm, No. 1 Common	100 M
4/4 Cadillac Gray Elm, No. 2 Common	92 M
4/4 Cadillac Gray Elm, No. 3 Common	100 M
5/4 Cadillac Gray Elm, 1s & 2s	23 M
12/4 Cadillac Gray Elm, 1s & 2s	5 M
8/4 Cadillac Gray Elm, No. 1 & 2 Common	25 M
4/4 Soft Maple, No. 3 Common	42 M
4/4 White Maple, End Dried (Clear)	10 M
4/4 Birdseye Maple, 1s & 2s, End Dried	2 M
5/4 Maple Step, 1s & 2s	20 M
4/4 Basswood & Elm, No. 4	43 M
4/4 Maple & Beech, No. 3 Common	500 M
4/4 Tamarack, Merchantable	7 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not blended to meet price competition — send us your inquiries

WE SELL ONLY MITCHELLS-MAKE

Service "STEARNS QUALITY LUDINGTON" First

HARDWOOD SPECIALISTS

The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

Soft Gray Elm

Noted especially for soft texture, straight grain, bending and resisting qualities.

METHOD OF PILING THICK ELM

OUR LIST OF

Dry Stock

	Av. Width
45 M 4/4 FAS	9"
49 M 6/4 FAS	9½"
76 M 8/4 FAS	10"
28 M 10/4 FAS	10½"
64 M 12/4 FAS	11"
52 M 16/4 FAS	11½"
90 M 4/4 No. 1 Com	8"
18 M 6/4 No. 1 Com	8"
38 M 8/4 No. 1 Com	9"
12 M 10/4 No. 1 Com	9½"
29 M 12/4 No. 1 Com	10"
24 M 16/4 No. 1 Com	11"
70 M 4/4 No. 2 Com	7"
65 M 4/4 No. 3 Com	7"

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

"You Can Get It in Louisville"

The "For Sale" Sign is on This Lumber

If you are in the market for hardwoods of any description, scrutinize these stocklists carefully. You will probably be able to find what you want, and you can get it at a price that will be thoroughly satisfactory to you and your customer. The houses whose lumber is listed are leading concerns in the Louisville market, and when you buy from them you get satisfaction.

NORTH VERNON LUMBER COMPANY

We have on hand good stocks of the following bone dry lumber:

Quartered white oak, 5-8, 3-4, 4-4, 5-4 and 6-4, 1s and 2s and common.
Plain white oak, 5-8 and 4-4, 1s and 2s and common.
Plain red oak, 5-8, 3-4, 4-4 and 5-4, 1s and 2s and common.
Ash, 5-8, 4-4, 5-4, 6-4 and 10-4, 1s and 2s and common.
Poplar, 5-8 and 4-4, 1s and 2s and common.
Cottonwood, 5-8, 1s and 2s and common; 4-4, No. 2 and No. 3 common.

CHURCHILL-MILTON LUMBER COMPANY

Has the following at its Louisiana mills:

250,000 feet 4-4 and 8-4 Louisiana red cypress.
150,000 feet 4-4 sap gum.
200,000 feet 4-4 1s and 2s tupelo.
100,000 feet 4-4 tupelo boxboards, 13 in. to 17 in. wide.
350,000 feet 4-4 No. 2 common and better plain red oak.
75,000 feet 3-4 No. 1 common and better plain red oak.
150,000 feet 1 in. to 3 in. No. 1 common and better white ash.

The following stock is at the Louisville yards:

300,000 feet 4-4 to 3 in. No. 1 common and better yellow poplar.
200,000 feet 6-4 to 8-4 log run hickory.
150,000 feet 4-4 to 4 in. common and better red maple.
400,000 feet 4-4 to 8-4 plain red and white oak.
200,000 feet 4-4 to 8-4 quartered white oak.

EDWARD L. DAVIS LUMBER COMPANY

100,000 feet 4-4 1s and 2s quartered white oak.
100,000 feet 4-4 No. 2 common quartered white oak.
100,000 feet 4-4 1s and 2s plain red oak.
100,000 feet 4-4 No. 2 common plain red oak.
50,000 feet 8-4 No. 1 common hickory.
50,000 feet 8-4 No. 2 common hickory.
50,000 feet 8-4 No. 1 common ash.

NORMAN LUMBER COMPANY

(Mills at Holly Ridge, La.)

175,000 feet 12-4 log run elm.
110,000 feet 8-4 log run hickory.
60,000 feet 6-4 log run hickory.
66,000 feet 4-4 1s and 2s red gum.
15,000 feet 5-4 1s and 2s red gum.
400,000 feet 4-4 No. 1 common red gum.
100,000 feet 4-4 1s and 2s sap gum.
100,000 feet 5-4 1s and 2s sap gum.
350,000 feet 4-4 No. 1 common sap gum.
500,000 feet 4-4 No. 1 common plain red oak.
130,000 feet 5-4 No. 1 common plain red oak.
40,000 feet 6-4 No. 1 common plain red oak.
10,000 feet 7-4 No. 1 common plain red oak.

BOOKER-CECIL LUMBER COMPANY

210,000 feet 4-4 No. 2 common and better plain oak.
20,000 feet 5-4 No. 2 common and better plain oak.
30,000 6-4 No. 2 common and better plain oak.
75,000 feet 8-4 No. 2 common and better plain oak.
15,000 feet 4-4 1s and 2s quartered white oak.
50,000 feet 4-4 No. 1 common quartered white oak.
25,000 feet 5, 6 and 8-4 common and better quartered white oak.
200,000 feet 1-in. to 4-in. common and better poplar.
80,000 1-in. to 6-in. common and better ash.
25,000 feet 4-4 No. 1 common chestnut.
40,000 feet 8-4 No. 1 common and better maple.

W. P. BROWN & SONS LUMBER COMPANY

Offers all grades of the following:

4-4 to 8-4 plain red gum and quartered red gum.
5-8 to 8-4 sap gum.
5-8 to 16-4 plain red or white oak.
5-8 to 8-4 quartered or white oak.
5-8 to 16-4 poplar.
4-4 to 16-4 ash.
4-4 to 8-4 chestnut.
Alabama short leaf yellow pine—all grades and thicknesses.
Can ship in mixed cars.

THE LOUISVILLE VENEER MILLS

35,000 feet 4-4 quartered white oak.
51,000 feet 5-8 quartered white oak.
23,000 feet 4-4 quartered white oak strips.
56,000 feet 4-4 poplar.
10,000 feet 6-4 and 8-4 poplar.
45,000 feet 5-8 poplar.
58,000 feet 4-4 sap gum.
5,000 feet 5-8 sap gum.
27,000 feet 4-4 red gum.
10,600 feet 5-4 and 6-4 red gum.
25,000 feet 4-4 quartered red gum.
20,000 feet 4-4 American walnut.
13,000 feet 8-4 plain white oak.
128,000 feet 4-4 plain white oak.
200,000 feet 4-4 chestnut.

STEMMELEN BROS. & FULLENLOVE COMPANY

1 car 4-4 1s and 2s quartered white oak.
2 cars 4-4 No. 1 common quartered white oak.
1 car 6-4 1s and 2s quartered white oak.
1 car 6-4 No. 1 common quartered white oak.
2 cars 4-4 No. 1 common quartered red oak.
1 car 4-in. common and better ash.
1 car 10-4 common and better ash.
1 car 2-in. common and better ash.
2 cars 4-4 1s and 2s ash.
1 car 5-4 1s and 2s poplar, 12-in. and up wide.
2 cars 5-4 No. 1 common poplar.
1 car 3-in. 1s and 2s maple.
2 cars 6-4 common and better cypress.
10 cars 4-4 No. 1 common plain oak.
2 cars 4-4 plain oak tie sidings.

"You Can Get It in Louisville"

OAK LUMBER

On account of the war between Kaiser William, Duncan Chisholm and Cousin George, who have always taken this fine quality oak lumber, we can offer for a short time the best quality oak lumber, F. O. B. your place, at bargain prices—especially a large quantity of—

4/4" 1sts & 2nds Plain White Oak
4/4" No. 1 Common Plain White Oak
4/4" No. 2 Common Plain White Oak
4/4" 1sts & 2nds Plain Red Oak
4/4" No. 1 Common Plain Red Oak
4/4" No. 2 Common Plain Red Oak
4/4" No. 1 Common Quartered White Oak

GET OUR QUOTATIONS BEFORE PURCHASING

JOHN C. SPRY

1003 HARRIS TRUST BUILDING CHICAGO, ILLINOIS

J. RAYNER VENEERED PANELS

ALL WOODS
SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

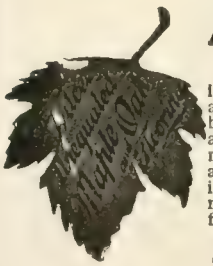
It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn.,

Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

Clarence Boyle, Inc.,

312 Portland Block Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
80,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
25,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

OAK FLOORING

60,000' 3/8"x1½" Clear Plain White
150,000' 3/8"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' 3/8"x1½" Clear Plain Red
200,000' 3/8"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' 5/8"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

Plenty of Walnut, Mr. Manufacturer!

The hundred or more furniture manufacturers who are making walnut goods, and who are already demonstrating to their complete satisfaction the fact that the trade and the public favor furniture of this material, may rest assured that the supply will be ample for all the demands which may be made upon it. The production of 50,000,000 board feet a year which is proven by U. S. Government statistics, is steady, consistent and reliable; and consumers of both lumber and veneers will be able to get any amount which may be required for their trade. The lumber shown below is dry and ready to ship, and is backed up by facilities for increasing the supply as the demand requires.

Frank Purcell

Kansas City, Missouri

PRIME WALNUT LOGS FOR EXPORT
FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

Sanders & Egbert Company

Goshen, Indiana

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
1/2"	30,000'	1/2"	18,000'
5/8"	30,000'	5/8"	17,000'
3/4"	50,000'	4/4"	22,000'
4/4"	25,000'	5/4"	11,500'
5/4"	6,350'	6/4"	2,700'
6/4"	6,000'	8/4"	14,300'
8/4"	8,300'		
4/4" Clear Face			14,200'
NO. 2 COMMON			
1/2"	4,500'	7/8"	200'
5/8"	2,500'	5/4"	4,100'
3/4"	22,600'	6/4"	900'
4/4" Shorts			10,000'

Pickrel Walnut Company

St. Louis, Missouri

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/4"	18,000'	3/4"	22,000'
4/4"	87,000'	4/4"	72,000'
5/4"	10,000'	5/4"	19,000'
6/4"	17,000'	6/4"	12,000'
8/4"	9,000'	8/4"	9,000'
10/4"	800'	10/4"	3,500'
12/4"	500'	12/4"	2,000'

Any Quantity, Any Thickness of No. 2 Common Walnut
Rohanized Dry Lumber Always in Stock

VENEERS

Any Quantity, both in Long Wood and Butts

Penrod Walnut & Veneer Co.

Kansas City, Missouri

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	40,000'	5/8"	40,000'
3/4"	49,000'	3/4"	50,000'
4/4"	72,000'	4/4"	300,000'
5/4"	12,000'	5/4"	30,000'
6/4"	8,000'	6/4"	14,000'
8/4"	11,000'	8/4"	3,000'
10/4"	1,800'	10/4"	3,000'

KRAETZER CURED LUMBER
In Stock, Ready for Shipment
THREE MILLION FEET
of Figured Walnut Butt Veneer
and
TWO MILLION FEET
of Figured Walnut Long Veneer
We Furnish Plain Walnut—Any Thickness Cut to Size

H. A. McCowen & Company

Louisville, Ky.

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	110,000'	4/4"	420,000'
3/4"	135,000'	5/4"	110,000'
4/4"	292,000'	6/4"	80,000'
5/4"	82,000'	8/4"	62,000'
6/4"	46,000'	9/4"	4,000'
8/4"	41,000'	10/4"	3,000'
9/4"	7,000'	12/4"	3,000'
10/4"	3,500'	16/4"	1,200'
12/4"	7,000'		
16/4"	3,200'		

All Thicknesses in No. 2 Common

Theodor Francke Erben, G. m. b. H.

Cincinnati, Ohio

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/8"	24,000'	3/8"	37,000'
1/2"	136,000'	1/2"	87,000'
5/8"	173,000'	5/8"	51,000'
3/4"	92,000'	3/4"	82,000'
4/4"	66,000'	4/4"	110,000'
5/4"	15,000'	5/4"	25,000'
6/4"	19,000'	6/4"	40,000'
8/4"	28,000'	8/4"	80,000'
10/4"	2,000'	10-12/4"	4,000'
12/4"	3,000'		
16/4"	1,300'		
NO. 2 COMMON			
3/4"			23,000'
4/4"			40,000'
5/4"			35,000'

Geo. W. Hartzell

Piqua, Ohio

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/4"	21,000'	5/8"	37,000'
4/4"	11,000'	3/4"	11,500'
5/4"	13,500'	4/4"	67,000'
6/4"	12,300'	5/4"	21,500'
8/4"	23,000'	6/4"	17,500'
9/4"	24,500'	8/4"	23,650'
10/4"	17,500'	10/4"	11,000'
12/4"	7,000'	12/4"	3,000'
16/4"	3,500'	16/4"	1,000'
4/4" Clear Face, 6" & up			18,000'
4/4 to 16/4" No. 2 Common			35,000'

VENEERS

Good Assortment of Figured Butts, Long Figured Wood and Plain Wood Ready for Immediate Shipment

East St. Louis Walnut Co.

East St. Louis, Illinois

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/8"	50,000'	3/8"	50,000'
1/2"	100,000'	1/2"	25,000'
5/8"	150,000'	5/8"	90,000'
3/4"	115,000'	3/4"	150,000'
4/4"	115,000'	4/4"	160,000'
5/4"	40,000'	5/4"	45,000'
6/4"	14,000'	6/4"	27,000'
12/4"	12,000'	8/4"	15,000'
16/4"	4,000'	10/4"	3,000'
		12/4"	9,000'
		16/4"	1,000'

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5 Cars 4/4"x 9" to 12" Cottonwood Box Boards.
5 Cars 5/4"x 6" to 12" 1st & 2nds Cottonwood.
3 Cars 6/4"x 6" & wider 1st & 2nds Cottonwood.
3 Cars 8/4"x 6" & wider 1st & 2nds Cottonwood.
2 Cars 3/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 1/2"x 6" & wider 1st & 2nds Plain White Oak.
3 Cars 5/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 3/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 5/4" Log Run Soft Maple.
5 Cars 12/4" Log Run Soft Maple.
2 Cars 3/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 1/2"x 6" & wider 1st & 2nds Red Gum.
3 Cars 5/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 3/4"x 6" & wider 1st & 2nds Red Gum.
7 Cars 4/4"x 6" & wider 1st & 2nds Red Gum.
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 6/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 3/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 5/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 3/8"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum.
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8 Cars 4/4" 1st & 2nds Plain Red Oak.
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75,000 ft. 4/4 No. 3 Common Birch.
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
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500M ft. 6/4 No. 2 Common & Better Beech
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16/4 1s & 2s, 8" and up	124,300 ft.
16/4 No. 1 Com.	34,700 ft.
16/4 No. 2 C. & B., 4 to 7" wide	9,000 ft.
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12/4 No. 1 Com.	26,000 ft.
10/4 1s & 2s, 8" and up	163,200 ft.
8/4 1s & 2s, 8" and up	180,200 ft.
8/4 No. 1 Com., 8" and up	8,200 ft.
8/4 heart culls	72,000 ft.
6/4 1s & 2s, 8" and up	286,000 ft.
5/4 1s & 2s, 8" and up	166,800 ft.
5/4 Bird's Eye	920 ft.
4/4 Bird's Eye	480 ft.
4/4 White	97,500 ft.
4/4 1s & 2s, 8" and up	650,000 ft.
4/4 Heart culls	61,200 ft.
4/4 Plank trim	37,000 ft.

BIRCH

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5/4 No. 3 Com.	3,000 ft.
4/4 No. 1 Com.	52,000 ft.
4/4 No. 2 C. & B.	180,200 ft.
4/4 No. 2 Com.	28,000 ft.
4/4 No. 3 Com.	93,500 ft.

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6/4 No. 3 Com.	68,000 ft.
5/4 No. 2 C. & B.	409,000 ft.
5/4 No. 3 Com.	31,000 ft.
4/4 No. 1 C. & B.	53,000 ft.
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4/4 No. 3 Com.	57,000 ft.

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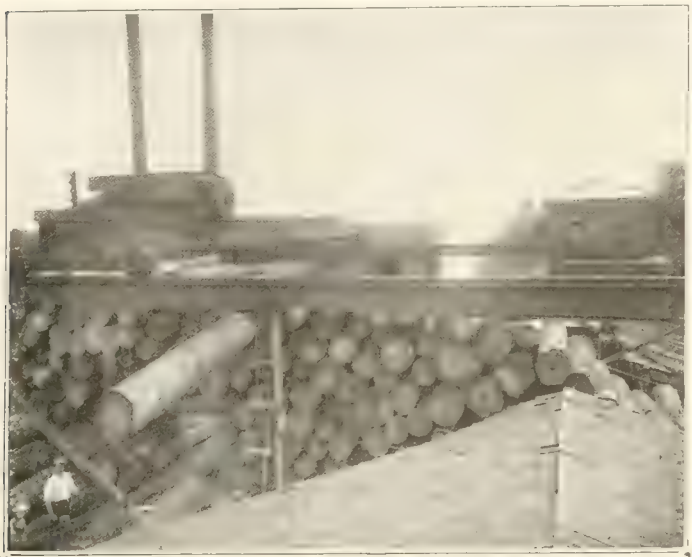

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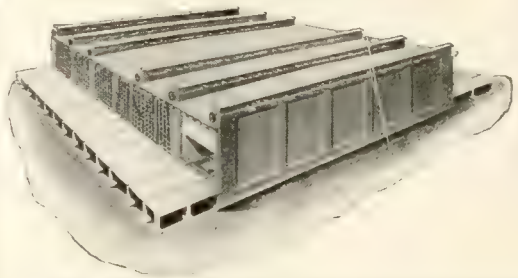

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HARDWOOD RECORD **CHICAGO**

Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Hu Maxwell, Technical Editor

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Review and Outlook

General Market Conditions

THE FURNITURE SHOWS were concluded at the end of last week and resulted in mixed expressions on the part of manufacturers there represented as to business prospects indicated by purchases at the exhibits. There were many who were extremely pessimistic on account of lax orders, but there were many others who were either satisfied that the business they actually placed on their books, considering the present status of business as a whole, was as much as could be expected, or left the shows with a genuine feeling of entire satisfaction with the situation. Generally speaking, there seems to be an almost unanimous belief that the shows this year were fully up to shows of a year ago in all respects, which, in view of what the country has been passing through and of the condition of extreme turmoil which now marks the commerce and industry of the entire world, surely should be accepted as indicative of a pretty healthy basic state in the country. Undue weight should not be given to the expressions of the more pessimistic furniture manufacturers, as even under normal conditions certain lines do not take so favorably as others and there are bound to be some manufacturers who leave the shows even during bumper years feeling more or less disgruntled with the outcome. Of course, the optimistic expressions of those who actually did realize handsome sales cannot be taken as a criterion of all the exhibitors' experiences, but it is altogether safe to say that the average amount of business done this year was probably more than had been anticipated. Furniture manufacturers did not expect that they were going to experience excessive sales, as there is no reason why the sales of furniture should experience an instant and drastic revival any more than the sales of any other commodities. Furniture dealers have to contend with the result of the general condition of the country as their sales are made to the average person who experiences the average effect of the present upset conditions. Hence, the retailer's sales could not reasonably be expected to improve with a jump. As a consquence, he in turn was more or less conservative in his buying, although in the main the tendency of the buyer was to analyze the styles and offerings as closely as possible seemingly in anticipation of the necessity for placing orders within the next few months.

It is gratifying to record that a great number of sales which were actually placed on books were of unusually large proportions as the retailers have let their stocks run down to a point where it is absolutely necessary for them to stock up in large quantities in order to have a full line to offer the public.

Thus as a result of the sales some furniture manufacturers are planning to operate on full time, others are going ahead on a conservative but satisfactory basis, while still others continue to be in a pessimistic frame of mind and not inclined to consider any expenditure of money for any purpose.

The significant fact remains, however, that the scarcity of orders from this class of woodworking institutions has not been exactly because they have not been doing business or because they could not use the lumber, but because they were simply desirous of with-holding purchases in anticipation of the results of the sales in order that their purchases might be made intelligently and with due regard to the popularity of certain lines and the quantity of lumber necessary to meet the public demand for certain styles of manufactured articles. Now that the issue is settled along definite lines, the purchasers will know where they are at, so to speak, and even though a number of them might not have been altogether satisfied with the amount of business transacted, these same people will unquestionably be in the market for at least moderate amounts of stock, while many others whose lines were most favorably received will unquestionably be large purchasers.

The furniture shows have been the most important feature during the past two weeks, though this period has developed a real interest among the yard men in an early stocking up to meet the demand of building people, whose business will unquestionably be actively resumed in the next two or three months. Yard stocks have been pretty badly broken up and little or no effort has been made during the past few months to keep the lists up to anything approaching normal. However, the fact remains there is a certain amount of building construction which positively must be carried on in order to take care of actual demands for housing of families and business enterprises, commercial or industrial. This demand is constant and while it cannot be filled during periods of depression, this partial check during such times resulting in insufficient housing facilities, must be made up when more favorable conditions present themselves in order to take care of actual demands. Reasoning along this line, the fact that the money situation looks better and that both labor and material are considerably cheaper now than they have been for some time, it is altogether reasonable to expect that the early spring months will see quite a marked activity in building construction. The yard man who stocks up now in anticipation of this active call for lumber, taking advantage of present low prices to realize good profit on his stock when values are stronger, will play a wise game.

There has been a very satisfactory number of requests for bids on railroad material during the past couple of weeks, in keeping with the more active call from this quarter for some time past. It is regrettable that the railroads are still able to place a great many orders at figures that are not in keeping with the actual worth of stock sold, but it is most decidedly a fact that the comparative level

of values is gradually rising to a point where those concerns which refuse to release stocks at less than actual worth can successfully bid.

As indicated by the sales at the furniture shows, there is going to be about the same quantity of oak in demand for this purpose during the coming season as in the past. Breaking away from the highly polished oak furniture has done a great deal to make this wood more desirable, but it is nevertheless a fact that the active effort to increase the market for other domestic and foreign cabinet woods has had a noticeable effect upon the call for oak. As indicated by the result of the shows, American walnut is going to be one of the most active woods during the coming six months. Many new lines in walnut were shown and seemingly took very well with the buyers. This has seemingly opened up a new avenue of sale for the gum people as gum makes an excellent imitation of walnut furniture in cheaper lines. Also, there seems to be an increasing amount of gum offered finished in its own color in the cheaper exhibits, and as a general thing these had fairly satisfactory sales. There seemingly is no particular change in the attitude of buyers toward northern woods as these woods have established a permanent place for themselves, both in furniture in the natural state and in imitation of other woods.

The Cover Picture

THE TAP LINE RAILROAD has become an important aid to the lumber business. The Interstate Commerce Commission has had before it for a long time the problem of assigning the tap line its proper place in the country's carrying business; and it has been decided that when such a railroad carries freight on equal terms for all applicants, it becomes a common carrier and is entitled, under certain conditions, to pro rata pay when it performs part of the service on a long haul. Many such railroads are feeders of sawmills, hauling the logs to the mills and hauling the lumber away. Mills which are not located on or near trunk lines must have some such arrangement or they cannot carry on business. The cover picture illustrating this issue of HARDWOOD RECORD conveys a good idea of such a road engaged in the work for which it was built.

The transportation of sawlogs has gotten away from the rivers, to a large extent. Formerly most large operations depended upon rivers or other floatable streams to take the logs from forest to market. In many instances no other method was thought of. The river's current was a cheap means of transportation when all went well; but there were uncertainties which called for serious consideration. Unless the stream were one of considerable size, it would carry logs in time of flood only, and sometimes floods were far apart. The stranding of logs along the banks and upon bars and islands, delayed the logs on their downward journey by months and sometimes years. Loss of time was not the only loss. Decay was liable to attack the sapwood of logs of certain kinds. Large drives of yellow poplar logs sometimes left the dumps near the sources of rivers with sapwood fresh and bright, but when they arrived many months later at their destinations, the sap was stained or soft or wholly gone. That caused a heavy loss, for the "poplar saps" were not in evidence when such logs were converted into lumber. What was true of yellow poplar was, in a measure, true of all other woods which floated to market down long and rugged water courses.

The gradual decline of log driving on streams has been due to two chief causes: Timber contiguous to such water courses has been largely logged out; while the steam road has been found more satisfactory and often cheaper in the long run. One or two days after the tree is felled in the woods the logs may be unloaded from the cars at the mills, fifty or a hundred miles away. By converting them into lumber immediately, the boards are bright and fresh and they grade high.

Steam log roads are not confined to any particular region. They are found wherever logging operations of large size are carried on. The massive California redwood, the giant Douglas fir of Washington, the yellow pine of the South, the spruce of West Virginia, maple and white pine of Michigan, all go to the mills upon the tracks of logging roads. The mule team and the yoke of oxen have not wholly lost their places in the woods, but they are now usually engaged in "swamping out" the logs and delivering them at the skidways ready for the steam trucks. But even the mules and oxen are not secure of their jobs as swampers along the tote roads, for the steam skidders, with their miles of cables, are increasing their activities in the vicinity of the logging camps.

Trade Opportunities

TRADE TENDENCIES which lead toward the United States increase. The commerce reports which are published daily at Washington, D. C., by the Department of Commerce, containing information concerning business matters in all parts of the world, have long followed the custom of giving more or less space to a list of "foreign trade opportunities." It is significant that the lists of such opportunities have greatly increased of late. Such increase is apparent not only in number, but also in geographical range. Formerly a page or less of the daily report was sufficient to take care of all inquiries from foreign countries. Recently that space has been more than doubled; and some of the inquiries now come from remote or obscure parts of the world, which formerly were never heard from in that way.

The cause of this should be sought in the profound breaking up of former markets and lines of trade. Purchasers who formerly were supplied from Europe and who never looked elsewhere, cannot now make their purchases there, and they are turning to the United States. Consuls in many parts of the world are forwarding these inquiries to this country and they are classified and published from day to day.

They include numerous articles that are wanted in foreign markets. Among those called for in the latest list, which is a fair sample of other lists from day to day, were: Army supplies, glass, brass rods, copper shells, print paper, drugs, railway ties, cylinder saws, dress cloth, cotton goods, electrical supplies, sugar machinery, hosiery, creosote, copper, vitriol, beans, rubber goods, flour, general hardware, chemical products, shoes, spuce and cedar oil, and machine tools. The list might be extended almost indefinitely.

The importance of such lists lies in the fact that they show the extent and tendency of trade changes going on. What other nations are losing, this country is gaining. The opportunity is at hand, and if Americans grasp it, as undoubtedly they will, the world's markets will open to our products as they never did in the past.

Fashions in Furniture

NO WOOD-USING INDUSTRY is more susceptible to the influences of changes of fashion than is the manufacture of furniture. It quickly responds to tendencies before they have any perceptible effect on other industries. The annual furniture shows afford means of studying changes, both while coming and going. The makers try out new ideas, and if they meet popular approval, the fashion is established, and runs its course. This holds true for finish of woods as well as in the designs of the articles; while certain woods come in, hold their place for a time, and go out when they have run their course, and have had their day.

The January furniture shows in Grand Rapids and Chicago told the same story. Circassian walnut, which has not yet taken its departure appears to be slated for that journey. Perhaps it is not fair to attribute that to fashion, since it is due to cutting off of supplies on account of war. The tendency seems to point to the revival of black walnut, partly as a substitute for the imported wood, and partly on its own account. Black walnut was coming back before the high-class wood from Turkey and Russia was stopped by hostilities. The bright colors in oak appear to be giving way to duller finishes; but the wood itself, to judge by the showing it makes at the expositions, is in no danger of losing any ground. Gum is still at the height of fashion and popularity in this country, notwithstanding certain of the foreign markets are said to have lost some interest in it. Those markets, however, have lost interest because of war's excitement; and doubtless gum will assume its former place abroad as soon as the soldiers finish their jobs and return home.

Mahogany suffers or profits little from freaks of fashion. It holds its place in furniture as gold maintains a place in jewelry, though styles change. Just now the influence of early period furniture is strong, and the pendulum is still swinging in that direction. This affects all furniture woods more or less, but the fine woods most. Those who follow fashions are usually somewhat critical in their choice of material, and this holds with furniture no less than with other things. For that reason, such woods as oak, gum, mahogany, birch, and walnut are just now brought into prominence both in new designs and in the reproduction of period furniture.

Flagrant Waste for Everybody

CITING AS AN ILLUSTRATION the fact that a single plow manufacturer must make over 2,000 types of plows to meet the individual whims of farmers, the Midwest Implement and Vehicle Dealers' Association in convention at Omaha, Neb., recently took definite steps toward eliminating waste by the standardization of machinery, tools and all types of farm equipment. That the many sizes and kinds of different farm implements tend to increase the cost of articles and make the carrying of repairs for the different patterns of machines burdensome for both dealer and manufacturer goes without saying. Going back even further than mere repair work, it could very easily be demonstrated that there is a tremendous waste in materials resulting from lack of standardization of sizes and types in all classes of farm equipment. In the plow business alone it can easily be seen that with 2,000 types being made by one manufacturer, the waste in all kinds of raw materials going into plow manufacture must be excessive.

HARDWOOD RECORD is not in position to know the minimum number of styles which would be capable of meeting all reasonable requirements of plow users, but it is altogether safe to say that this excessive number is entirely unreasonable. Say, for example, that 100 different plows would cover the really necessary styles meeting the demands of necessity in different sections and under different conditions. This would mean on the face of it that each part could be manufactured in quantities just twenty times greater than the quantity now made up in building the 2,000 styles. It would mean a much more comprehensive standardization of purchase of raw material by plow manufacturers, of patterns used for castings and of all parts which might tend to vary with the different styles. No man of ordinary intelligence will believe that 2,000 different plows are absolutely necessary to successfully carry on the farming industry of this country. Considering that this number is excessive and that an equally over-balanced proportion of styles of other articles used by farmers are manufactured and carried in stock, it can readily be seen that there is a tremendous possibility in standardizing this class of manufactured article so as to make the purchase of raw material as simple and economical as possible.

Treated Wood in Factory Construction

THE RECENT CONVENTION of wood preservers in Chicago devoted considerable space on its program to the subject of treated timbers for factory construction. The matter was somewhat new. It has been the custom to confine discussion and experimentation to timbers used in out-of-doors work, such as paving, fence posts, telegraph poles, piling, cross ties and bridges. It is commonly assumed that wood intended for use under shelter needs no preservative treatment.

The terms "under roof," and "in dry situations" are quite different in their meaning. It has been shown that in factories of certain kinds the timbers remain as damp as if no roof sheltered them. The situation in which the factory is placed, or the nature of work done in it, often makes protection against dampness impossible, while the warm temperature maintained causes the fungus to grow the year round, while in timbers out of doors, it does not grow during cold weather.

Statistics give abundant proof of this fact. Textile mills, most of which are operated by waterpower, are peculiarly liable to injury by decay of floors, beams, ceilings, and roofs. In certain parts of such mills the humidity is always high, and conditions that induce decay are at their worst. Investigations by insurance companies have brought out volumes of data on that subject.

The suggested remedy consists in treating with preservatives the timbers used in factory construction. Supplementary suggestions call for a little more care in the selection of woods for use where conditions favor decay. Some woods resist attacks from decay many fold better than others, when no preservative treatment has been given, and there are differences even when preservatives are used.

Manufacturers of building materials other than wood are taking advantage in every way possible of the reported instances where factory timbers have failed because of decay. These cases are used in arguments in favor of substitutes. Cement and steel are wood's chief rivals in factory construction, and their advocates slumber not nor sleep in the campaign to push these substitutes wherever there is an opening. The advocates of wood can best meet this situation by nullifying the arguments against wood. That can be done by rendering it immune to decay as far as possible. It is a new field, and a large one, for the use of treated timbers.

Longleaf Pine Suitable for Kraft Papers

THAT LONGLEAF PINE treated by the sulphate process and properly handled will give excellent kraft pulps and papers, especially the very tough, lightweight brown wrapping papers, is the conclusion reached by the Department of Agriculture after a series of tests to determine the wood's possibilities as a source of pulp. This conclusion is of signficance at this time, because war has cut off the German supply to this country. The high specific gravity of the wood and the resultant high yield of pulp per cord, according to a recently issued bulletin, give longleaf pine an advantage possessed by few other commercially important woods suitable for pulp making.

This new use for longleaf pine furnishes a means of utilizing the waste in slabs, edgings, and trimmings from southern mills. Tops and defective logs left in the woods and small logs which at present are converted into lumber with little or no profit would furnish a supply of raw material for pulp making even greater than that derived from the mill waste.

The tests were made at the Forest Products Laboratory and were of two kinds, those to determine the effect of varying the cooking conditions in the sulphate process, and semi-commercial tests carried on by both the sulphate and the soda process. The sulphate process was found to be superior to the soda, at least so far as longleaf pine is concerned. In the former process the pulp can be very much undercooked and still produce a fair quality of paper, while a soda pulp must be comparatively well cooked before a good paper can be made from it. The best sulphate kraft pulps were obtained with a total duration of cooking of only 3.5 hours, against 6 hours for the best soda pulp.

Sulphate kraft pulps of fairly good strength and toughness can be obtained from longleaf pine with yields as high as 61 per cent or 2,170 pounds of absolutely dry pulp per 100 solid cubic feet of wood. For the production of high grades of kraft wrappings the yield of pulp could be approximately 51 per cent, or 1,800 pounds of absolutely dry pulp equal to 2,000 pounds air-dry pulp per 100 cubic feet of solid wood. The yield per cord would be somewhat less than the weights given since an ordinary 4x4x8 foot stacked cord may contain from 75 to 100 cubic feet of solid wood.

The rather indifferent attitude displayed by the lumber trade toward the Forest Products Laboratory since the opening of that institution has indicated that the lumber trade is still governed more or less by the old-fashioned belief that the scientist, or as he is sometimes called, the theorist, cannot teach the practical man anything. Busines is getting more and more in sympathy with scientific procedure, the result of scientific investigation. There is no reason worthy of consideration why the lumber trade should not be equally benefited by such investigations of the problems confronting that industry as in any other line of business. Lumbermen have rather held back because they have not seen the practical problems worked out themselves. It should require but very few such instances as the above of the practical value of the laboratory to convince the trade that it would be profitable to them to call upon it for assistance more frequently than in the past.

C. L. HARRISON, PRESIDENT.

J. W. McCLURE, FIRST VICE PRESIDENT

H. B. WEISS, SECOND VICE-PRESIDENT.

Gum Manufacturers' Annual

The Gum Lumber Manufacturers' Association held its first annual meeting at the Hotel Gayoso, Memphis, on Saturday, January 16. The present condition of business and the desire on the part of everybody to find out how things are going with their neighbors undoubtedly had something to do with producing the exceptionally large attendance which marked the meeting.

The features of the sessions were comprehensive addresses by F. R. Gadd, vice-president of the Wisconsin Lumber Company, Chicago, and H. D. Tiemann of the Forest Products Laboratory, Madison, Wis., the subjects being respectively "Sawmill Cost Acounting" and "Kiln Drying of Lumber."

President C. L. Harrison had no formal or written report, but greeted the session with a short talk in which he laid stress on the potential progress which has been made by the association, explaining this phrase as meaning the accomplishment of initial efforts toward giving to gum a more savory reputation among architects, builders and house owners. He laid particular stress on the cumulative value of the advertising which the association has been carrying on.

In the absence of Treasurer S. M. Nickey, Secretary Pritchard read a summary of receipts and disbursements which showed a satisfactory balance on hand.

Secretary Pritchard then read his own anual report, which follows:

Report of Secretary

To be exact, the Gum Lumber Manufacturers' Association is one year and two months old. This first year of its history has been full of storm. There was first a period of marked business depression, then a near-financial panic, and lastly the most horrible and destructive war in the history of the world.. Any one of these happenings would be trouble enough to encounter in the first year of the history of a new organization, but I am pleased to report that we have withstood all of them and on January 1, 1915, financially, we were even with the world, and the things accomplished for gum under such trying conditions were truly remarkable.

Through Crosby-Chicago, our advertising agents, we have maintained a publicity campaign, which has educated the layman—the ultimate consumer—to an appreciation of the beauty and adaptability of gum as a fine cabinet wood until now it is one of the most popular woods on the list. We have also kept before the architects, contractors and builders, furniture manufacturers, and door and interior trim manufacturers, instructive and attractive advertising copy, and we have letters from these various sources stating that red gum is now recognized as a leading cabinet wood. It is universally liked on account of its beauty, attractiveness, and splendid workable qualities, and in all cases where proper care [illegible] results are always obtained. Further proof that public interest has been aroused is evidenced by the following summarized list of inquiries for information:

Architects, 167; banks, 2; brokers, 15; cabinet makers, 6; churches, 5; contractors and engineers, and construction companies, 48; colleges and manual training schools, 56; fixture and showcase companies, 6; finishing, 7; furniture manufacturers, 48; kiln drying, 8; millwork manufacturers and retail dealers, 50; music cabinets, 2; miscellaneous, 40; prospective builders, 588; total, 1,048.

This, of course, by no means represents all whom we have interested in taking up the use of red gum. It is difficult to put on paper all the tangible results to be accredited to our work of exploitation. All advertisers know that results are cumulative. Each new building finished with gum trim and furniture becomes an advertisement for gum, and as a result others will be so finished and we may never hear of them direct.

We curtailed our advertising somewhat during the latter part of the year, but this was on account of a conservative policy not to overdraw our advertising account, and not because of any lack of faith or enthusiasm in the work we are doing. The wisdom of this action is recognized by all, and it is a very comfortable feeling, under existing business conditions, to know that our assets January 1st exceeded our liabilities somewhat. We have, however, kept before the public, and during the time in which our advertising schedule was cut down, we had printed 25,000 copies of our booklet entitled, "Red Gum Facts," and these booklets are being given a wide and discriminative distribution. They can also be used to good advantage in promoting new uses for gum, which work will be vigorously kept up.

While much of the work of our association cannot be tabulated, yet there is direct benefit derived by the members. Our monthly bulletin contains information of value, which is compiled with great care. During the year many inquiries for lumber have been received, and in turn we have passed them without discrimination to the membership. These inquiries have included all grades of gum, both in lumber and veneer. Twelve foreign countries have been represented, which indicates how well known our association has become. Many of these inquiries are from concerns which we have interested in taking up the use of gum, and our members have thus had the first opportunity to develop the business. We find there have been 258 of these inquiries; 127 of them stated the amount of lumber wanted, which totals 19,964,800 feet. It is safe to estimate that had amounts been specified in all of them, the total would reach between 35,000,000 and 40,000,000 feet. These inquiries also lead to the conclusion that the trade now recognizes the fact that the members of this association afford the best and most reliable source of supply, for the reason that they have made a careful study of the best methods of caring for gum lumber.

The lumber is sent to the market in good condition and gives satisfaction. Too much stress cannot be put on this subject, for it has been a great factor in breaking down the unwarranted prejudice which existed against gum on account of the careless manner in which it was formerly marketed.

We have compiled a statement of gum stocks on hand December 1st, 1914, which is attached hereto. Thirty-five members responded to our request for stock sheets of gum, and our records show that the firms report-

ing manufacture about 79 per cent of all the gum produced by our membership. It is estimated that a normal stock of gum lumber at this time would be about 50 per cent of the total annual production. On this assumption there would be 109,000,000 feet in the hands of our membership, but on the above basis the reports received indicate that there is on hand 93,500,000 feet. The membership of this association manufactures approximately one-third of all the gum produced in the United States, and with the figures furnished in this report a fair analysis of the entire situation may be had.

This association was organized with thirty-two charter members; nineteen new members have been added. We have lost eleven members, which leaves a total membership of forty. Under the conditions which have prevailed, we consider this a creditable showing; however, there is a host of manufacturers who have not yet united with the association who should do so at once, and lend their support to the loyal members who have so faithfully stood by the cause of gum.

No gum manufacturer should hesitate to give his support to the Gum Lumber Manufacturers' Association. It is not just that the expense of the association be borne by a few faithful ones, and we are confidently counting on a big increase in membership.

After referring to the coming meeting of the Forest Products Federation, which will take place at Chicago on February 24-25, President Harrison called upon C. C. Parlin, heading the Division of Commercial Research maintained by the Curtis Publishing Company of Philadelphia. This division was inaugurated for the purpose of studying merchandising problems confronting advertisers and prospective advertisers in the Curtis publications, the idea being to so direct advertising campaigns as to realize the fullest possible benefits for such people. According to Mr. Parlin, all merchandising is essentially the same. He cited as an illustrative example the automobile industry, which while started under abnormal conditions under which the manufacturer could put out any kind of an article and could be assured of a sale simply because the demand could not be supplied, has in recent years been adjusted by the balancing up of supply and demand on the basis of strictly modern merchandising. He compared the merchandising of lumber under present conditions with the merchandising of other commodities, maintaining that under conditions of oversupply the consumer is able to select his goods more closely to suit himself and his pocketbook, whereas when demand is ahead of supply the opposite is true. He maintained that the specific trouble with gum is that the people themselves have not been given sufficient knowledge regarding this wood, and while the architects and contractors might favor it, it is against their business policy to recommend a wood against the choice of the customer. He stated that the customer who is sold a commodity against his wishes is too critical and hence the architect will not take chances in pushing gum where his customer is not familiar with its qualities, even though he himself might favor the wood.

Mr. Parlin made the recommendation that, for the purpose of realizing sufficient funds to advertise to the customer, the individual assessment be raised to twenty-five cents per 1,000 feet cut, the object being to continue advertising to the architects but at the same time get up attractive literature to reach the consumers. The result would be to maintain the lumber cut as an asset as it must be cut the same during hard times as under normal circumstances.

President Harrison said that Mr. Parlin's views are in accord with those of the advertising committee.

The meeting then adjourned for a luncheon tendered the visitors in the convention hall by the Memphis Lumbermen's Club.

AFTERNOON SESSION

The afternoon session opened with a report of the committee appointed to make recommendations as to changes in the constitution covering membership and dues. The recommendations follow.

Report of Committee on Recommendations

The following recommendations of the committee appointed at the semi-annual meeting to consider changes in the constitution regarding membership were voted on at the annual meeting, January 16, as provided for in article ten of the constitution and by-laws:

ARTICLE III

Section 1: Any person, firm or corporation engaged in the manufacture of gum lumber, gum veneers, and non-operating owners of gum stumpage shall be eligible to membership in this association, and entitled to one vote.

Section 2: Initiation fee shall be $25.00, on payment of which the board of directors shall issue a membership certificate.

Section 3: The dues shall be assessed annually by a committee on assessments for the period of the calendar year, with a minimum of $50.00 per annum, and shall be paid in twelve monthly installments based as follows:

Class A: Manufacturers of gum lumber shall be assessed at a rate of not to exceed 15c per 1,000 feet, log scale.

Class B: Manufacturers of sawed and sliced gum veneers shall be assessed at the rate of $100.00 per annum.

Class C: Manufacturers of rotary gum veneers shall be assessed at the rate of $50.00 per annum, provided, however, if assessment is paid in Class B, same will cover Class C.

Class D: Non-operating owners of gum stumpage shall be assessed at the rate of $1.00 per million feet on their estimated gum stumpage holdings.

Manufacturers in Class A, who may also be operating in Class B or C are subject to assessment only in Class A, but may at their option become a member of the other classes.

Section 4: If, in the opinion of the treasurer and secretary, acting jointly, sufficient funds are in the treasury, it will be in the power of said treasurer and secretary to pass one or more monthly assessments.

Section 5: When an assessment is made it shall be considered binding on all who are members at the time such assessment is levied. Any member failing to pay same or any installment thereof within thirty days after it is due, will be subject to suspension.

Section 6: Any member who has paid his assessment in full for the calendar year may withdraw from this association by giving thirty days' notice in writing, and surrendering his membership certificate; but membership in this association shall not be transferable.

Section 7: Any member may be expelled for cause by a majority vote of the board of directors.

A paper was read by H. D. Tiemann, dealing with the principles of drying lumber. Mr. Tiemann is in charge of timber physics at the Forest Products Laboratory at Madison, Wis. He was the designer of an experimental dry kiln in operation at the laboratory, where tests are made to determine the results obtained by submitting lumber to various degrees of heat and moisture during stated periods. The principles on which the kiln works, and some of the results obtained, were discussed in the paper. He explained briefly the structure of wood and the problems which must be solved in seasoning it.

The point most prominently brought out was that all woods are not alike in structure, but that numerous differences exist and some of the differences are great. Therefore, a successful process of drying one wood cannot be accepted as a guide in drying others. If certain woods possess peculiarities, such peculiarities must be carefully studied. Failure to do so is nearly certain to lead to disappointment.

It is usually not difficult to expel the free water from wood. Such water is that contained in the hollow cells and vessels, much as liquid may be contained in a bottle. When heat is applied to the wood, the free water is speedily driven off; but it is a different matter to get rid of the water absorbed and hidden away in the fibers of the wood in the cell walls themselves. It takes a lot of heat to drive that water out, and in doing so, the wood may be injured. Most warping, shrinking and swelling, which plague the man who is using a kiln, are due to this water. Some of it is so stubborn about letting go that no practical dry kiln is able to force it all out.

Mr. Tiemann's paper explains why it is desirable that the surface of lumber should be kept moist in the kiln until the heat has penetrated to the interior of the boards. That prevents casehardening or checking near the surface by hindering the too rapid drying.

The effects of steaming wood as a preliminary step in drying it are discussed in considerable detail. Subjecting wood to the action of superheated steam heats the lumber, in the presence of moisture, sufficiently to boil some of the free water out of the cells; but it is not every wood that will stand the process.

Various methods of drying lumber under pressures other than atmospheric have been tried, such as alternate steaming and vacuum. Wood may be placed in a closed cylinder and after a partial vacuum is drawn, superheated steam may be introduced; or heat may be applied directly to the partial vacuum.

Unless carried on to such a degree as to break down the cell walls and injure the wood, ordinary steaming below twenty or thirty pounds pressure produces no change in the structure of the wood observable under the microscope. Chemical changes in the wood substance are no doubt brought about, but it is not known what effect such changes have on drying the wood.

Soaking for a long time before drying has been practiced. While

this may be beneficial for certain purposes, no particularly beneficial results from the drying standpoint are gained thereby.

F. R. Gadd, vice-president of the Wisconsin Lumber Company, Chicago, read a most instructive paper on Cost of Production, which is reproduced in full on another page of this issue.

A telegram was read from the headquarters of the Hardwood Manufacturers' Association extending a cordial invitation to all members to attend the convention of that organization at Cincinnati, January 28-29.

John W. McClure, chairman of the assessment committee, appealed to all members to render every assistance to getting new members toward the end that money may be raised without increasing the individual assessment. He said that while he has not reports on all cuts up to date on which to base assessments, he estimated that reports from twenty members, which include several of the larger operators, show a cut of 75,000,000 feet, which he estimates at from thirty-five to forty per cent off from last year. He said that the assessment of ten cents per 1,000 feet on this basis won't be money enough for running expenses without increasing the membership. He maintained that Mr. Parlin's recommendation that assessment be increased to twenty-five cents per 1,000 feet is impossible as the by-laws state the maximum assessment shall be fifteen cents.

President Harrison maintained that the real object of the association can be accomplished only when the membership represents the entire trade. He said that it is not so important to raise dues as that all get together and work on increasing the membership.

Secretary Pritchard then read some statistics showing the amount of lumber on hand at members' mills. President Harrison said that with the 2,500,000 feet of box boards on hand it is deplorable that manufacturers are offering this desirable stock at the low figures at which sales are reported as made on different occasions.

F. B. Robertson, chairman of the nominating committee reported that his committee recommended the following officers for the new year:

PRESIDENT, C. L. Harrison.
FIRST VICE-PRESIDENT, John W. McClure.
SECOND VICE PRESIDENT, H. B. Weiss.
TREASURER, S. M. Nickey.
DIRECTORS for a two year period: W. B. Burke, R. M. Carrier, M. B. Cooper, W. E. DeLaney.

The secretary was instructed to cast a ballot electing these officers for the coming year.

The meeting closed with short talks by several prominent men who had not participated in the active program. F. R. Gadd pleaded for immediate attention to the compilation of reports of cuts in order that the advertising committee might know how much funds it would have available in order to start the advertising as quickly as possible.

The meeting then adjourned.

Problems in Southern New England

The Lumber Manufacturers' Association of Southern New England met in Hartford, Conn., December 7. One of the most important questions considered was with reference to the demand and specifications of the New Haven Railroad for crossties. The rumor had been afloat that the railroad was not going to buy any more local ties, but would substitute creosoted southern pine instead. A committee of the association took the matter up with President Elliott, who advised in part as follows:

"In the year ended June 30, 1914, 2,060,485 ties were laid on the New Haven's lines, compared with 1,814,190 in 1913, and 1,493,786 in 1912. Of those laid last year about 1,800,000 were bought in New England. The increased number of ties laid in the past fourteen months has brought back the road more nearly to a normal basis, so that its purchase of ties next year will naturally show some decline of both native and foreign ties. But even allowing for this and for the increase to be made in the number of yellow pine ties, there will be purchased as before a large number of ties in New England, the number probably reaching over 1,600,000."

It appeared from data supplied by the members of the association that there are already enough ties cut and stacked in the tie yards and along the right-of-way to fill the requisition for the year ending June 30. As the present policy of the road is to keep its surplus stock as low as possible, it was evident to all the members of the association that further production of ties will glut the local market.

Another matter of concern is a proposed change in tie specifications which the New Haven road plans to put into effect July 1, 1915. The present specifications admit local ties of white, yellow, rock and red oak, chestnut and cedar. First class or No. 1 ties when flatted or hewed must be 7 " thick with a 7" to 12" face; when squared, 7" thick with a 9" face. Second class or No. 2 ties, flatted or hewed, 6" thick with a 6" to 12" face; squared, 6" thick with an 8" face. Third class, flatted or hewed, 6" thick with a 5" to 12" face; squared, 6" thick with a 7" face. All ties are to be 8' in length with ends sawed square; face measurements to be taken within 6" of rail seat. The present scale of prices is:

First class or No. 1 ties.....70 cents each
Second class or No. 2 ties.....55 cents each
Third class or No. 3 ties.....35 cents each

The proposed specifications exclude red oak from first class or No. 1 ties and state that ties of red oak or timbers other than white, yellow and rock oak, chestnut and cedar, having dimensions required for No. 1 ties, will be paid for as No. 2 ties; those having dimensions required for No. 2 ties will be paid for as No. 3 ties; while those having dimensions for No. 3 ties will not be accepted. In other words, red oak ties must be of first or second class dimensions, but will be paid for at second or third class rates, as the case may be.

The directors of the association objected to this change. They are willing that red oak be excluded from the first class, but wish the specifications for the second and third class ties of this wood to be the same as for the other woods. The railroad company has taken this suggestion under advisement and may adopt it.

In other respects the proposed specifications are in effect unchanged, except that the first class or No. 1 ties must be cut one from a section. "No halved, quartered, or split ties will be accepted." There is a difference of opinion as to the merits of this specification. The obvious purpose of it is to assure as large a proportion of heartwood as possible, which is a very desirable consideration when ties are used without preservative treatment. It is also claimed by the railroad officials that such a tie withstands wear better and does not check or split as ties cut from quarters or halves. Their explanation is that when a single tie is cut from a stick it is from young and thrifty timber which is harder, stronger and tougher, and does not rail-cut so easily as timber cut from large, old and softer-wooded trees.

The company officials also claim that slabbed or hewn pole ties give better service and longer life in track than squared ties of the same quality and class do. On the other hand, there are several objections to pole ties. One that applies to both slabbed and hewn ties is the lack of uniformity in size which increases the difficulty of replacement, particularly in rock ballast. Other objections to hewed ties are the unequal bearing afforded tie plates and rails, and the unnecessary waste of valuable material. The objection to sawed square ties should entirely disappear if the ties are treated with preservatives.

In the tie specifications of the New Haven road, as is the case with most other roads, the following clause occurs: "Ties must be of live timber." Bulletin No. 50 of the U. S. Forest Service comments on this requirement as follows: "In most forests there is

more or less dead timber. Some trees are blown over, others are killed by root diseases, others by borers girdling the trees under the bark, and a still larger number by fire. In many of these trees the wood of the trunk is perfectly sound and remains so for many years. There is absolutely no reason why such dead timber should not be used for ties, . . . provided always that the dead timber is sound. The mere fact that timber is dead should not cause it to be discriminated against for tie purposes. A rigid examination would show that all heartwood of trees is *dead* wood, in the sense that it is no longer alive. Defective timber can be shut out by providing that 'timber which is decayed or doty, affected with red-heart, split, brashy, heart or ring-shaken, very knotty, or full of worm holes, shall be rigidly excluded.'

"A modified specification would, therefore, read, 'All ties should be made from sound, straight timber, which must be free from decay, dote, red-heart, heart or ring-shakes, worm holes or beetle holes, and excessive knots, and which must not be brashy.'" As there is considerable blight-killed chestnut available for tie timber in southern New England, a strict interpretation of the specifications would exclude it, although within limits it is known to be fully as good as green timber.

The following figures show in round numbers the number of ties laid in track annually and the average prices paid by the New Haven road since 1905:

Year.	*Number of ties.*	*Price.*
1905	1,600,000	$0.39
1906	1,439,000	.3986
1907	1,072,000	.4404
1908	1,801,000	.51
1909	1,815,000	.53
1910	1,586,000	.57
1911	1,570,000	.58
1912	1,494,000	.57
1913	1,814,000	.619
1914	2,060,000	.6226

The decided increase in average price during the ast few years is due to the purchase of creosoted yellow pine ties which cost over one dollar each.

The New Haven railroad has been severely criticized on the ground that its ties were in poor condition. This is the case in spite of the fact that much more than ever before is being expended in the maintenance of the track, and the number of tie renewals is greater than ever before. The normal annual renewal is 350 per mile, but for the year ending June 30, 1914, the number was 459 per mile.

According to President Elliott, "experience on the New Haven's lines has shown that oak ties produced in New England last about four years in rock ballast, the chestnut ties from five to seven years." It is hardly probable that these figures apply to white and rock oak, which elsewhere has a good reputation as tie timber. The red oak, however, does not give good service and will rot out or break in about four years. It is quite common for the upper or exposed portion to split away from the part in the ballast, probably due to the unequal shrinkage of the two parts.

The use of S-shaped steel clamps to prevent checking and splitting is now a common practice in this country, but not on the New Haven road. These devices are driven into the ends of ties and timbers so as to cross incipient checks and prevent their widening. In place of the regular S-hook, which costs from two to three cents, according to size, another of crimpled iron has been devised and is known as a "crinkle iron." Thin straps of iron with one tapered edge are run between intermeshing cogs and crimpled, after which they may be cut off any length desired. The cost of such irons is from one-half to one cent each. The judicious use of these devices should save the New Haven road much loss from the splitting and checking of ties.

At a meeting of the directors of the manufacturers' association, the question was raised as to the quality of ties that common oak makes when treated. In this connection, it may be stated that 85 per cent of the ties treated by the Baltimore & Ohio Railroad are of such wood. Of 31,141,000 ties reported treated in 1911 by all railroads, 9,433,000 were of oak, presumably common oak (as the oaks of the red or black group are often termed). That red oak will stand up under heavy traffic is evidenced by the following statement made in 1913 by J. H. Waterman, superintendent of timber preservation, C. B. & Q. R. R.: "In 1900, 550 red oak ties were treated with zinc chloride (Burnett process) and laid in a track on our Black Hill line on 3 per cent grade and 12 degree curve. For nearly five years we have been running the Mallet engines over that line. One hundred per cent of those 550 red oak ties treated with the Burnett process gave us twelve years' life. At the end of that time, the track was inspected and 18 ties removed on account of decay. At the end of twenty years, I expect to find 50 per cent of them still in service."

The traffic on the main lines of the New Haven is very heavy and the car tonnage is increasing. The 100-pound rails are being replaced by 107-pound. It is important that the ties be of the best quality and afford a long life not only to keep down the expense of renewal but also to prevent disturbing the road bed and to assure safety to traffic. The expense of renewing ties is materially increased if stone ballast is used, and particularly for inside tracks. According to President Elliott, "the cost of replacing ties in stone ballast is about 50 per cent greater than in gravel and about 75 per cent greater than in dirt or cinders. For the inside tracks on a four-track, stone-ballasted line the expense is even higher. The life of a tie has become, therefore, a most important factor,"

"It is because of this that the company has decided to include in its purchases this year 100,000 longleaf yellow pine ties for use on its main lines so as to see if they will last any longer than ties now used and thus save expense." It is estimated that these creosoted pine ties will last from twelve to fifteen years. If they do, the increased cost will be more than justified.

It is the New Haven's avowed policy to buy, so far as it can, materials of all kinds within its own territory if prices and quality are satisfactory. The lumber manufacturers of southern New England have been supplying the demand for ties and car timber and have made purchases of timber with a view of disposing of it to the railroad company. They naturally dislike to see their business or any portion of it transferred to other parts of the country.

The problem could be easily solved by the railroad company installing a timber-treating plant in southern New England and treating local timber. In this way it could use all of the common oaks now under ban, and also maple, birch, beech, hemlock, elm, and various other woods for which there is now no satisfactory market. This would not only satisfy the lumbermen but would also afford the railroad better and cheaper ties. There are now nineteen railroads operating twenty-six timber-treating plants in the United States. The total capacity of these plants is over 33,000,000 ties annually. Now that the New Haven road is beginning to recognize the advantages of treated material the logical step would be the construction and operation of a plant or the contracting for sufficient treated local material to warrant the undertaking by an outside firm. This would seem to be a good business move at least worthy of careful investigation. S. J. R.

The Timbers of the Philippines

An attractive exhibit of the resources of the Philippine islands has been prepared for the San Francisco exposition. Forest resources will furnish an important feature. Two booklets, explanatory of the wealth of the forests, have been issued by the insular Bureau of Forestry. One treats of export timbers, the other of the extent and character of the woodlands. They were prepared by W. F. Sherfesee, acting director of the Philippine Bureau of Forestry, and formerly connected with the United States Forest Service. The information contained in the booklets is in condensed form, but as a means of ready reference it is valuable. The woods are classified on the basis of suitability for various purposes, and physical properties are given in considerable detail.

The best way to cut frozen timber is to thaw it out before cutting. This also applies to the working of frosty lumber.

The Lumbermen's Round Table

The Public and Woods

Lack of information on the part of the public about woods is so general a condition that the task of eliminating it, and disseminating at least a little general knowledge of the subject, seems almost hopeless. The best method, though the one which involves time, is through the schools, especially those with manual training departments. But lumbermen ought to endeavor to get the ward schools, which have no manual training work, to teach children something about woods, just as a matter of common knowledge that everybody should have. The hardwood man, or the retail yard man, for that matter, who has an opportunity to talk to school-children about woods should take advantage of it.

Pick up a newspaper and turn to the real estate section, especially on Sunday. Note the number of houses that are "finished in mahogany." The number is far greater than would be revealed by an examination of the buildings themselves. In fact, it has become such a regular thing in the real estate line to claim that a house is finished in whatever woods the stain suggests, rather than the material actually used, that a great many people think that every red stain covers mahogany. A prominent lumberman who recently leased a handsome home was told by the enthusiastic salesman that the finish was mahogany, though the lumberman saw at once that it was birch. He was kind enough not to "show up" the real estate "expert," however, and as a matter of fact rented the house in spite of the misstatement regarding the wood.

Infrequently one sees an advertisement that suggests that people in the real estate business are trying to get away from the habit of talking about woods in terms of the stains used, and substituting their real names. In an announcement regarding a $5,000 residence that appeared recently, it was explained that poplar had been used for enameling work, though a much cheaper wood, which was named, could have been bought for $15 a thousand feet cheaper. This is one of the few ads the writer has seen which evidences a desire to put the public "next" to wood values.

How About the Architects

In spite of the amount of wood advertising appearing in the architectural journals—and the space used to exploit gum and walnut and maple and cypress and a few others is larger than the person who has not been following these things realizes—the architects themselves do not appear to know it all yet. In fact, some of them have not even waked up to the fact that a "Made in the United States" movement is on, and that domestic woods, other things being equal, ought to be encouraged. (Mahogany, by the way, is "made" here in large quantities, so that as far as the purpose of the movement is concerned the use of this wood is all right.) But the writer has in mind a certain large building which the designers specify is to be finished in an imported wood. In fact, the name of the country of its origin is part of the descriptive title of the material. "Imported" is the thing the owners, or the architect, want to have said about the interior trim, apparently. Now, as a matter of fact, war conditions make it impossible to deliver this particular material, and a domestic wood which resembles it generically, and is superior to it in all respects, will probably be used in its place. Just between us, the architect is not expected to know the difference, and when the building is finished he will proudly show it off to his professional friends as an evidence of the fine results to be secured through the use of this "imported" material, made in the United States!

There is nothing so "easy" as ignorance that doesn't want to be enlightened; and, incidentally, this situation throws some light on the proposition of what those who are trying to educate the public are up against.

Try the Road Yourself

Hardwood manufacturers who are inclined to wonder whether their salesmen are doing all that could be done to develop business ought, as a matter of policy, to get out on the road with them and see what conditions actually are. That is the best way to find out whether sales are smaller than they should be; and, besides, it's a good thing for the lumberman himself to come directly in touch with consumers now and then. Not only does the presence of the man whose card bears the words, "general manager," or "president" or "vice-president" make it much easier to obtain an audience with the real buyer at the factory, but the lumberman is given a splendid opportunity to form personal connections that will help him later on, and to acquire inside information about the characteristics of the consuming plant which will enable him to take care of orders to better advantage.

And it's a safe bet that the lumberman who tried to take the place of his road men at present would come home feeling much greater sympathy for the boys who have to sell his stock, and with fuller understanding of the troubles and difficulties with which they are forced to contend.

One Phase of Contracting

"Contract business is mighty nice," said the sales manager of a lumber concern which handles a good deal of trade of that sort, "when the market remains steady or firms up a trifle. The reduction in selling expense and the fact that the volume is assured give the contract a lot of standing with us. On the other hand, however, if conditions become favorable to the buyer, through a weakening of the market, the danger is that he will not only quit specifying on his contract, but will not give the contractor a chance to figure on the lumber which he buys in the open market. In a case of that kind, having the contract is really a big disadvantage to the lumberman, because it practically kills the opportunity to handle the customer's business. I am inclined to believe that it would be good policy, when the market slumps, to go to the customer and release him voluntarily. One hates to do that, because the chance is always present that the lumber contracted for will be taken; but after so many experiences where it isn't taken, and where other stock is bought on the outside, I think we might as well accept the heads-you-win-tails-I-lose arrangement, and permit cancelations when prices go off, for the sake of keeping our position of advantage with reference to the customer's business."

Keeping the Stock Together

In sawing up high-priced woods, it is good policy to follow the example of the veneer manufacturer and keep all the equal-grade boards of each log together. It may seem to work a disadvantage in the trouble which will be required, but it will furnish a big talking-point and be a real argument in using with the consumer. One of the biggest weaknesses of goods made with solid furniture is the variation which is noted in the character of the material. There are frequently differences of color, texture and figure which mark the article as a poorly manufactured piece of goods, irrespective of its design and the way it is finished up.

A prominent walnut manufacturer, who cuts up the wood on a number of mills placed at various strategic points over the country, said recently that he follows the plan of keeping the boards out of each log together when the customer desires that this be done. In other words, if the consumer indicates that he wants to buy the product of certain logs which he himself may have seen, he is given an opportunity to do so. It would seem that the plan would be worth adopting for general use, even though the boards would have to be separated as to grade.

Osage orange wood is a source of dye and can be used to supplement the imported fustic wood, as a permanent yellow for textiles.

News print paper has been made by the Forest Service Laboratory from twenty-four different woods, and a number compare favorably with standard spruce pulp paper.

Cost of Production

Editor's Note

The following paper was read before the Gum Lumber Manufacturers' Association in session at Hotel Gayoso, Memphis, Tenn., January 16, by Frank R. Gadd of the Wisconsin Lumber Company, Chicago.

This appears to be a very popular subject just at this time, and I trust I will be pardoned if I repeat some of the good things said in the numerous papers that have been written of late. The more I can repeat the easier it makes it for me.

The importance of a good system of cost keeping can scarcely be over-estimated, and you will no doubt agree with me that it is one that cannot be dealt with thoroughly in a paper of this kind which must, of course, be limited in its scope by the consideration of time and some consideration for those who are compelled to listen.

It should be understood in the beginning that cost keeping is not a fad. Executives and operating men in all lines of business are becoming more and more interested in finding out quickly and accurately whether the result of any period of work has been profit or loss, and why.

The old fashioned way of casting up accounts at the end of the year is a thing of the past, or almost so, and accounts are now closed monthly, weekly, and in some lines of business daily. For the manufacture of lumber a monthly accounting system seems most practical. In a general way, we all think we know what it costs to get our logs out, haul them to the mill, to manufacture the logs into lumber and load the lumber on the cars; but unless some system of cost keeping is used we often find such figures pure guesswork, and sooner or later are confronted with a condition which is, to say the least, embarrassing.

FRANK R. GADD, CHICAGO, ILL.

Many manufacturers depend on their balance sheets to determine the cost and their competitors to fix prices. So long as they keep clear of bankruptcy they can keep their accounts as they please, or neglect to keep any, and are accountable to no one. It is, however, reasonable to suppose that one would wish to operate one's plant profitably and honestly; therefore a good system of accounts is a necessity.

Each locality has its own problems to figure out, but certain fixed rules are available for the guidance of all. "The elementary principles of cost accounting are simple; but clear insight and care are necessary to put every item of cost where it belongs." What is required in the final analysis are figures that show results accurately obtained. The efficiency of a cost statement depends very largely upon the schedule of accounts which lies behind it. If labor, material and expense are properly distributed by departments the final results should be fairly accurate.

Distribution of Costs

First, a few words about distributions. Very few hardwood operations can afford the luxury of a timekeeper. This puts it up to the foreman to keep the time. I have a card that the foreman fills out and turns into the office daily showing the man's name, occupation, hours worked and account numbers to which the labor is to be charged. To get this each foreman is furnished with a schedule of the accounts covering the work of his department, which enables him to make an accurate labor distribution. These cards as received are entered on a payroll record. Against this on the first day of each month, or on day employment begins, a charge is made for rent, doctor, or other fixed charges, advances made during the month of scrip for trading purposes where commissary is operated, or of cash, are entered as made. At the end of the month, or payroll period, this book is footed, deductions made and employes paid the balance due. The distribution of labor among the different units of the operation is obtained at the same time.

Materials and supplies are purchased on requisition made by a storekeeper and approved by the superintendent. All materials received are checked in by storekeeper and entered on a material received book. As invoices are received the receipt of material is checked from this book, prices and extensions are verified and invoices passed to office for payment, thus reducing to a minimum the chance for error.

Payments as made are charged to a stores account. This account is subdivided for the storekeeper into a long list of sub-accounts covering all the different classes and kinds of material common to a sawmill operation. These sub-accounts are carried on cards, a separate card being used for each account. As invoices are passed the storekeeper charges the amount to the proper sub-account. Materials are issued only on requisition made by foreman or storekeeper. These requisitions, as filled, are priced, extended and entered as a credit on these cards. At the end of the month the issues are totaled up and distribution made. These cards are balanced up at the same time and the total must agree with the controlling stores account in the office. On all miscellaneous materials a sufficient amount shall be added to cover freight, handling charges and shrinkage.

Fixed charges, or overhead, such as depreciation, taxes, insurance, general expense, etc., are ascertained, and as a rule distributed under special instructions. It is one thing to determine what are fixed charges and quite another to arrange for their equitable distribution. The aim is to have each unit of product bear its due and proper proportion of the total.

Depreciation is an impairment of the value of an asset by reason of wear or tear, accident, time, or similar cause and provides for the constantly diminishing life of different portions of the plant a reserve to reproduce the plant. Depreciation on a sawmill operation should be figured on the entire investment, exclusive of timber holdings; the charge depending entirely upon the value of the plant and the amount of timber behind it, but, obviously, it must be large enough to have taken care of the investment by the time the operation is finished. Depreciation should be charged direct to departments instead of leaving it in the general overhead.

Insurance may comprise fire, boiler, liability and fidelity insurance, all of which must be charged direct to departments affected. Liability insurance is a direct charge on labor.

Taxes on timber holdings should be charged to land and timber account; on lumber stocks to your trading account, and on plant to mill and its different departments.

General expense comprises all expense that cannot be charged direct, such as traveling expenses, telegraph and telephone, stationery, postage and other office expense, insurance, depreciation and taxes on office buildings, etc.

Each department must take up all of the cost of repairs and maintenance that can be specifically charged to it. Ordinary

expenditures for repairs and maintenance are intended to maintain the plant in a condition of efficiency, and do not generally increase the original value of the plant or add to the term of its established life. In other words, ordinary repairs and renewals are for the purpose of keeping the plant in an operating condition and as such should be considered as constituting an offset to depreciation.

In the distribution of operating expenses, where one account is charged by the distribution of another, the charge should be made on an exact money basis rather than on a percentage. For instance, a separate cost is made for water and steam. It takes steam to move water and it takes water to make steam. If you get a water cost first it is obviously necessary that a fixed charge be made against steam and not vice versa.

Machine shops, blacksmith shops, etc., are treated as separate institutions and must carry all of the expense of their departments. A system of shop orders provides for direct charges on different jobs, but there is a certain amount of superintendence, labor and material which can only be distributed over the whole on basis of direct time charged during the month.

Logging Costs

Having provided a basis for correctly distributing labor, material and expenses, we are now ready to proceed with our cost work. I am speaking now of an average southern hardwood operation without planing mill, dry kiln, or other attachment.

First and most important is the logging cost. This is most difficult to obtain, but most necessary to have. Logs are cut at irregular periods, depending largely on physical conditions and may be banked on log spurs, on a common carrier, or team hauled direct to the mill. For each of these banking grounds a separate cost should be made. The schedule of accounts covering the average logging operation, are as follows:

(1) Log Camp: To this account charge all expense of operating log camps, including a proportion of the original cost of construction and the operation of a company boarding house.

(2) Timber Cutting: Timber cutting and team hauling should constitute one job, otherwise it becomes necessary to apply logs to stump to obtain cutting and scale of certain grounds for the team haulers, thereby causing the arbitrations which always arise between different crews. This account is provided to cover the use where timber cutting is a separate operation, and covers all expense of cutting, log and sawing into the woods.

(3) Team Hauling: This account covers cost of loading on wagons and hauling to certain grounds, including both expenses. Where timber cutting and team hauling are one job charge all expense to this account.

(4) Logs Purchased: Charge to this account cost of logs purchased.

(5) Loading and Skidding: This account covers cost of loading and skidding logs for shipment by rail. Where a skidder is used in handling logs which are not immediately loaded separate account should be kept of such expense.

(6) Log Spurs: As it would obviously be unfair to charge the entire cost and the entire expense of constructing log spurs when expense is incurred, should be deferred and only a proportion charged to the monthly cost which will retire the entire cost, with the exception of the rails, by the time the timber adjacent to this track has been removed. This proportionate charge should also cover cost of taking up track and delivering material to new location. Rails having a salvage value are carried in a separate account and depreciation thereon charged to a monthly cost. Where rails are removed the difference between the original cost and the scrap value should be charged to this account. Repairs and maintenance of these tracks is charged to this monthly cost.

(7) Logging Railroad Operation: This account covers cost of operating logging railroad delivering logs to mill, or to a common carrier, including detention, labor, repairs, supplies and maintenance of engines and cars.

(8) Freight: This would cover charges made by a common carrier for hauling logs over its own line.

(9) General Expense: This covers the salaries of a general superintendent or manager and such other general expenses as may properly be charged against the logging department. I am calling attention to this account because it is frequently overlooked in the preparation of cost statements.

The next statement is one showing all the charges to the various accounts for the month and which is really an analysis of the logging expense by departments. This I call "Cost of Logging," although the statement does not give the final cost of logs delivered through the mill. In order that you may follow me better I have put a paragraph mark at the left of this statement or with the figures shown are entirely fictitious and used for illustrative purposes only.

We assume to start with that 800,000 feet of logs were cut and team hauled during the month by company teams, of which 600,000 feet were banked on log spur No. 1, 250,000 feet on rails of common carrier and 50,000 feet were hauled direct to the mill. First, we have the expense of the log camp. This is a company operation and is a proper charge to these logs. The total expense is $60 or an average of 7½c per M feet on the 800,000 feet. Figuring the number of feet put out on the different banking grounds at 7½c per M feet, we are at a charge of $37.50 against the 500,000 feet banked on log spur No. 1, $18.75 against the 250,000 feet banked on common carrier, and $3.75 against the 50,000 feet banked at the mill.

Next is timber cutting. I have assumed that timber cutting and team hauling is all one job, so have shown no expense under this caption, but have included same with the team hauling. As I have stated, the account is provided for where timber cutting and team hauling are separate jobs.

The next item is team hauling by company. Working on the same theory of 800,000 feet of logs banked, we arrive at an average cost of $3.50, which is distributed over the different banking grounds in the same manner as we distributed the expense of the log camp.

We now assume that in addition to this 800,000 feet of logs banked by company teams there were 200,000 feet more banked by contractors, of which 100,000 feet were put out on spur No. 1, 50,000 feet on common carrier and 50,000 feet hauled direct to mill at an average cost of $3.25 per M feet. This expense is distributed on the 200,000 feet of logs put out.

Now we foot up the statement and find that 1,000,000 feet of logs have been cut and team hauled during the month, of which 600,000 feet were banked on log spur at a cost of $2,112.50, or $3.52 per M feet, 300,000 feet on common carrier at a cost of $1,056.25, or $3.52, and 100,000 feet at mill at a cost of $341.25, or $3.41. You will note I show an average cost of $3.51, but that is not the proper cost to use, as you have an actual cost through the distributions above referred to.

The remaining items do not apply to the cost of logs banked, but cover the expense of loading and delivering logs to the mill, and are simply assembled here for use in the final cost.

We will assume that during the month there was loaded and hauled to the mill 1,500,000 feet of logs, of which 1,200,000 feet were loaded on spur No. 1 and 300,000 feet on common carrier. The first item of loading and skidding is figured on 1,500,000 feet, as it is assumed that these logs were loaded by company equipment. The second item of log spurs, however, is figured on only 1,200,000 feet, as only that amount of logs came over the spur. Logging railroad operation, freight and general expense are figured on the 1,500,000 feet. In explanation of the freight charge, it is assumed that the logs coming off of spur have been hauled by company equipment to junction point and from there hauled to mill by common carrier, and as necessarily follows, the logs loaded on common carrier, while loaded by company equipment, are hauled to mill by the common carrier.

The next statement (No. 2) is one to which is carried forward the distributions previously arrived at and on which the expense for the month is added to any existing inventories. First we have

(1) Timber Cutting: This item is provided for use where timber cutting is a separate operation.

(2) Banked on Log Spur No. 1: We assume that there has been banked on the spur during previous months 3,000,000 feet of logs at an average cost of $3.50 per M feet, which are still on hand. Starting with this we bring over and add to same the 600,000 feet banked during the current month at $3.52 per M feet, and get total available logs of 3,600,000 feet at an average cost of $3.50+ per M feet. As I have said, there was loaded and hauled away from the spur during the month 1,200,000 feet. This amount of logs is here deducted at this average price of $3.50+ per M feet and carried forward to another account I shall call "Hauled to Mill by Railroad." After making this deduction we find that there remains banked on the spur 2,400,000 feet at an average cost of $3.50+, which is the inventory value of these logs, and which is the starting point for the next month's calculations. If there is more than one log spur, number same and figure each separately as this one is figured.

(3) Banked on Common Carrier: Here an inventory was carried over of 1,000,000 feet at $3.50, to which is added the 300,000 feet banked and the 300,000 feet hauled away are deducted and the cost worked out in the same manner as on logs banked on spur.

(4) Banked at Mill: An inventory was carried over here of 50,000

Total Log Cost

Figuring Manufacturing Expense

Administrative Expense

Mill Expense

lumber shipped out a charge should also be made against this trading account of the average selling expense. This should include: Salaries, traveling expenses, telegraph and telephone, postage, advertising, association dues, discounts and allowances, commissions, and all other charges.

If these entries have all been correctly made, you will then have an accurate cost of the lumber shipped, and by applying your selling price can readily ascertain whether or not you have made any money.

In conclusion I would like to suggest to the members of the association the advisability of taking up the question of cost accounting, with a view of standardizing our forms and accounts. A system can no doubt be devised that will be so flexible that it will meet the requirements of all southern hardwood manufacturers.

All signs point to prosperity in the near future and you naturally want to make the most of it when it arrives. The best way of doing so is to consider now such matters as this and while we can give the matter proper time and attention make permanent plans for the future.

Gum Veneer Association Started

The Commercial Rotary Gum Association was formally organized at the Chisca Hotel, Memphis, Tenn., January 12, by the election of the following officers: President, R. L. Jurden, Penrod Walnut and Veneer Company, Kansas City and Helena, Ark.; secretary-treasurer, R. C. Stimson, Stimson Veneer and Lumber Company, Memphis; vice-president, H. M. McCracken, Kentucky Veneer Works, Louisville. These gentlemen, together with the following directors, compose the governing board of this association: T. J. Morris, Anderson-Tully Company, Memphis; E. J. Hoke, Parma Manufacturing Company, Parma, Mo.; G. W. Sparks, Des Arc Veneer and Lumber Company, Des Arc, Ark., and W. F. Morris, Paducah Box and Basket Company, Paducah, Ky.

In addition to the election of the foregoing officers, the association appointed the following standing committees, the names of the chairman of each being given herewith: Membership, C. T. Jarrel, B. C. Jarrel & Co.; inspection rules, R. L. Jurden; constitution and by-laws, H. M. McCracken.

There were representatives of fifteen firms present at this first meeting, and all of these became charter members of the new organization. It is planned to increase the membership materially throughout Kentucky, Missouri, Arkansas, Louisiana, Mississippi, Alabama and Tennessee. The membership committee is expected to prove an exceptionally active one but the question of eligibility will play an important part in this matter as it is the purpose of the association to admit to the organization only those who are engaged in the manufacture of built-up stock used in the manufacture of doors, panels, furniture, cabinets and other products, as distinguished from those who are engaged in the manufacture of veneers used in the making of box shooks.

As a matter of fact, the term "commercial," as applied to veneers, is an entirely new one but it has been used advisedly by the backers of this organization. It would seem from statements of the newly elected officers that the manufacturers of built-up stock have had very little voice in the control of the veneer organizations with which they have been identified. They have therefore decided that it would be best for them to launch one of their own, separate and distinct from any of those already in existence. The officers were very positive in their statement that there would be no affiliation with any other organization and that the purpose of the association would be the furthering of the interests of manufacturers of built-up stock in every way possible.

Further details of organization will be completed at the next meeting which will be held at the Hotel Chisca, Memphis, the second Tuesday in February. It is the plan of this new organization to hold meetings at Memphis the second Tuesday in every month. Memphis has been chosen because of its central location. At the next meeting the committee on constitution and by-laws will submit its report and the question of inspection rules and other matters of equal importance will come up at that time.

Those present at the initial meeting were:

W. Brown Morgan, Morgan Veneer Company, Pine Bluff.
R. C. Stimson, Stimson Veneer and Lumber Company, Memphis.
T. J. Morris, Anderson-Tully Company, Memphis.
D. E. Kline, Louisville Veneer Mills, Louisville.
C. T. Jarrell, B. C. Jarrell & Co., Humboldt, Tenn.
F. M. Roell, Jackson Veneer and Box Company, Jackson, Miss.
S. M. Busch, Southwestern Veneer Company, Cotton Plant, Ark.
M. J. Hoeck, Forrest City Veneer Company, Forrest City, Ark.
A. H. Wilkinson, Helena Veneer Company, Helena, Ark.
J. Strand, Stewart Veneer Company, Stewart, Ala.
R. L. Jurden, Penrod Walnut and Veneer Company, Kansas City and Helena.
H. M. McCracken, Kentucky Veneer Works, Louisville.
E. J. Hoke, Parma Manufacturing Company, Parma, Mo.
G. W. Sparks, Des Arc Veneer and Lumber Company, Des Arc, Ark.
W. F. Morris, Paducah Box and Basket Company, Paducah, Ky.

November Wood Exports

The exports of forest products from the United States during November, 1914, and their comparison with the corresponding month of 1913 are shown in the following figures from the government's monthly report:

	1913	1914
Hewed and Sawed Timber		
France	$ 36,858	.....
Germany	2,696	.....
Italy	63,869	.....
Holland	25,805	.....
United Kingdom	158,191	$ 20,513
Other Europe	16,920	.....
Canada	45,664	4,183
Central America	4,570	.....
Mexico	2,530	6,243
Argentina	23,300	.....
Other countries	5,221	.....
Total	$385,624	$30,939
Lumber, Joists, and Scantlings		
Belgium	$ 85,837	.....
France	114,114	$ 11
Germany	129,282	.....
Italy	76,901	6,652
Holland	102,271	.....
United Kingdom	802,141	469,636
Other Europe	67,960	25,842
Canada	834,906	322,844
Central America	148,423	60,840
Mexico	105,190	46,327
Cuba	209,877	118,203
Other West Indies	69,592	24,364
Argentina	421,038	43,411
Brazil	59,959	5,907
Other South America	219,735	65,736
China	.....	7,154
British Oceania	397,934	13,983
Philippines	4,430	6,197
Africa	64,550	19,190
Other countries	30,682	27,477
Total lumber	$3,944,822	$1,558,337
Furniture (total)	$ 667,978	$ 198,442

There were 400 fires this year on the national forests of Utah, southern Idaho, western Wyoming, and Nevada, or fifteen more than in the most disastrous season of 1910. Yet the cost of extinguishing them was only one-third and the damage only one-thirtieth of that of the earlier year. The difference is due to better organization now, and to more roads, trails, and telephones.

L. W. CROW, President.

F. J. PIKE, Vice-President.

E. E. HOOPER, Secretary.

Annual of Chicago Association

Annual Chicago Association

About three hundred members and guests of the Lumbermen's Association of Chicago sat down at the fourty-sixth annual banquet at the Hamilton Club, on Monday evening, January 25. There was no evidence of the worries of hard times on the countenances of the lumbermen present nor did the business depression which marked the past year in any way mar the thorough enjoyment.

President L. W. Crow called the business meeting to order at eight-fifteen with a few well chosen words covering his aspirations and accomplishments during the year past. He said:

When I was elected president of your association a year ago, I had large ideas as to what I could and would do for its betterment and enlargement. Now that the year is at its close, I check back on myself and see what has been done in the fulfillment of these ideas and I must confess that I have not accomplished as much as I would like to do for the association. This association—yours and mine—is and should be a power for good for every one of its members and I had hoped to bring you all in closer touch with each other. The best laid plans, however, oft go astray.

The brick strike in the spring, lasting nearly three months, paralyzed business during its continuance and no sooner was the strike settled than the European war was thrust upon us. The result was that the individuals making up the membership of our divisions were so tied up in their operations that association work in some of our divisions has been at a standstill. I sincerely hope that during the coming year they will be able to accomplish a good deal more than they did in the year gone by.

Our committees have faithfully performed whatever work has been assigned to them. In this connection I desire to thank Geo. J. Pope and his committee for the work they have done, making possible the new Lumber Exchange building, our new quarters which we will move into the first of April. It is with a feeling of pride that I speak of it as the finest meeting place of any association in the country. We will, as you know, take over the cafe and club features of the Lumbermen's Club, in addition to our regular working quarters and I hope that those of our members whom we see only occasionally at meetings like this, will not only feel it their duty but their privilege as well to drop in often and get acquainted.

I feel that I would neglect my duty if I did not mention our old friend—John Claney, who has been a very faithful member, devoting this year a large percentage of his time day and night, on the fire limits extension committee. Those who have not been associated with him cannot begin to know the amount of work he has accomplished.

I should like to impress upon all of you who have not been identified with the association work, that others have been working hard for your interests as well as their own. I shall not go into detail as to what we have accomplished in the past year, as the reports of the secretary and chairmen of the different committees and divisions will follow.

I have enjoyed more than I can tell you in words the work I have been called upon to do and have taken great pleasure in meeting so many of you in the different committee work. I do not believe that in any organization, you can meet a more faithful lot of men than those engaged in the lumber business in Chicago.

I wish to thank the directors who have been particularly prompt and regular in attending all meetings when called and I also wish to thank our genial secretary, E. E. Hooper, for his hearty support and earnest work during the past year.

To my successor whom the new directors will elect in a few days, I bespeak your hearty coöperation and support.

Secretary's Report

Secretary E. E. Hooper reported on the year's results to the lumber trade during 1914 as follows:

I have the honor to submit herewith my annual report for the past year, it being the forty-sixth anniversary of this association.

The total receipts of lumber, etc., at Chicago during the year 1914 aggregated, according to the best data obtainable, 2,219,698,000 feet of lumber, 498,159,000 shingles by rail and lake and by lake 416,000 lath and 156,157 railroad ties. Of the figures given 155,187,000 feet of lumber and timber were reported from the United States custom house as lake receipts, leaving 2,064,511,000 feet of lumber and 498,159 shingles to represent receipts by rail. The total volume of receipts shows a decrease in lumber of 584,578 feet for the year 1914 and in shingles 10,637.

Following is an analysis of the disposition of lumber and shingles at Chicago for 1914 and 1913 for comparison:

LUMBER

	1914	1913
Inventory at beginning of year	282,734,053	283,811,160
Receipts during year	2,219,698,000	2,804,276,000
Total stocks	2,502,432,053	3,088,037,160
Inventory at close of year	287,021,723	282,734,056
Total consumption	2,215,410,330	2,805,303,107
Shipments	1,020,576,000	954,821,000
City consumption	1,194,834,330	1,850,482,107
Total consumption	2,215,410,330	2,805,303,107
Decrease in consumption		589,892,777
Shipments show an increase of		65,755,000
City consumption shows decrease of		655,647,877

SHINGLES

Inventory at beginning of year	55,045,250	60,684,500
Receipts during year	497,059,000	507,796,000
Sales and shipments	495,571,250	513,435,250
Stocks on hand at close of year	56,632,750	55,045,250

About seventy per cent of this large volume of receipts is estimated to represent yellow pine, hardwood and Pacific coast lumber.

This year has been one of considerable discouragement, as the city sales show a decrease of about thirty-six per cent under last year's contributable to the following reasons: First, the brick strike largely curtailed our sales for about five months at the beginning of the year; second, the European war changed financial conditions as to building loans, increased interest rates, etc.; third, the agitation of the extension of the fire limits has retarded building by the poorer classes, who will be unable to comply with such unjust legislation, enforcing construction with higher priced building material.

MEMBERSHIP

Enrollment Jan. 1, 1914	194
Resigned	18
	176
New members	34
Enrollment Jan. 25, 1915	210

We lost by death during the year the following members: John Bader, John Bader Lumber Company; A. J. Shutts, Messinger Hardwood Lumber Company; James G. C. Brooks, Oconto Company and Bay De Noquet Company; W. P. Bowring, C. H. Worcester & Co.; Geo. Thamer, Empire Lumber Company.

The board of directors has held eleven meetings during the year, always well attended. The association has held four general meetings and an outing at Ravinia Park, besides participating in the Forest Products Exposition.

I desire to thank the lumber press for the many courtesies extended the association and to acknowledge the kindness and consideration accorded me by the officers and members during my term of office.

Treasurer George J. Pope delivered his report showing the financial affairs of the association to be in good shape.

Arbitration and Inspection Committees

F. J. Heitman, Chairman of the Arbitration Committee said that four matters have come up during the past year, one a question involving a large sum of money which if it had gone to court would have cost five thousand to ten thousand dollars. The expense of handling this case was but one thousand dollars and the time taken was but one week. According to the special charter a decision of this committee is binding on the parties and is that of a lower court.

George J. Pope, chairman of the Inspection Committee was next to report. He said that the Inspection Bureau is on a self-sustaining basis and has been during 1914. During 1914, four hundred and forty-two reports were issued, 118 more than 1913. There were no reinspections and the average cost per report was five dollars. He requested that all applications for inspection be made in writing with full details. He suggested the new board of directors should consider the inadvisability of allowing non-residents the privilege of the bureau.

Should Utilize Association Advantages

President Crow called on E. L. Thorton, chairman of Div. A. Mr. Thorton said that more actual good for the Chicago Lumber trade has been accomplished in 1914 than in any past year, proving the efficacy of association work, but that the only weakness in the Chicago trade as a whole comes from the fact that the full advantages offered by solid organization are not embraced. He maintained that the time for sub rosa association work has gone by and that the associations offer facilities and standards which if taken advantage of by all equally will result in raising the standard of business procedure of the whole trade and make it more modernly efficient.

George J. Pope, chairman of the Building Committee gave the final report on the Lumbermen's Building project, saying the building will be ready by May 1.

Valuable Traffic Work

A. Fletcher Marsh, Chairman of the Traffic Committee suggested, as a means of coöperative working that all members interested in traffic matters meet with the new traffic committee at lunch once a week in the new building and discuss traffic problems. He said that the chief aim and accomplishment of his committee was to get the shipper and carrier closer together. Other accomplishments were installation of checking system on railroads showing location of shipments; increase in car load (one firm increased tonnage per car 8½ per cent increasing railroads revenue 5 per cent without increased cost to consumer); institution of weekly statement of lumber receipts on different roads to other roads resulting in keener competition and better service; combating opposition of yellow pine mills to reconsignment, this opposition being aimed at the wholesaler through revealing identity of final customer and enabling mill to solicit the business direct.

Credit Bureau Recommended

George A. Miller, of the Credit Committee offered a resolution calling for the acceptance by the association and reference to the Board of Directors of a plan outlined by him for the establishment of a modernly efficient credit bureau. Favorable action was taken.

President Crow called on the chairmen of the various divisions but only a few responded. A. H. Schoen, of Div. B, said his division has voted to donate to Div. A funds to assist in fighting extension of fire limits.

Other chairmen who spoke were F. L. Johnson, of Div. F and George Rinn, of Div. G.

Report of Nominating Committee

Secretary Hooper presented the findings of the Nominating Committee as recommending the election of the following Directors, members of Arbitration Committee and members of the Committee on Appeals for 1915:

Board of Directors: Division "A"—Herman H. Hettler; Division "B"—A. H. Schoen; Division "C"—A. H. Ruth; Division "D"—George J. Pope; Division "E"—John C. Spry; Division "F"—F. L. Johnson, Jr.; Division "G"—R. R. Slayton; Division "H"—Louis Carson.

Committee on Arbitration: V. F. Mashek, Wm. C. Schreiber, Charles Westcott, F. J. Pike, Murdock MacLeod, Geo. P. Rinn.

Committee on Appeals: M. F. Rittenhouse, F. H. Deacon, Frank B. Stone, M. S. Potter, Geo. Flannery, John Olson, Jr.

On motion a unanimous ballot was cast by the secretary for their election.

Julius Seidel Talks

President Crow called on Julius Seidel, of St. Louis who maintained his reputation as a fluent and entertaining speaker. Mr. Seidel was in a happy mood and got off some mighty clever stories. He also talked in a serious vein on the lumberman's backwardness in developing the merchandising instinct in its finer points. He said that the substitute material men have broadened their markets by effecting the acceptance of building regulations favorable to their materials and that this has been done without opposition from the lumbermen. He maintained that the time has come to check this unfair but mighty advantage and to force substitute materials on an even basis of competition with lumber.

The meeting was concluded with some excellent cabaret entertainment arranged for by the Entertainment Committee.

Annual Meeting of American Forestry Association

The American Forestry Association held its thirty-fourth annual meeting in the Woolworth building, New York City, on January 11.

Dr. H. S. Drinker, president, welcomed the attendants and in his address covered the work of the association during the past year.

Henry S. Graves, chief forester of the United States, outlined the problems facing the Forest Service and the great variety of work performed by that body. He said that due to consistent efforts on the part of the advocates of forestry there is less inclination to abolish the Forest Service and the national forestry system than formerly. He stated that the fight for the forestry system is more difficult in the states and asked the support of the Americen Forestry Association in a campaign for state as well as national forests.

C. R. Pettis, in charge of the public forests in New York state, outlined in an interesting paper forestry work in New York.

Dean Hugh P. Baker of the New York State College of Forestry outlined in his talk the urgent necessity for more general education of the public in matters of forestry.

After short talks by William B. Howland, president of "The Independent," and John O. LaGorce, editor of the National Geographic Magazine, George W. Ostrand, Glens Falls, N. Y., outlined the revision of the New York state constitution which would affect the cut of lumber on state lands.

E. A. Sterling presided at the afternoon session. Professor H. H. Chapman of the Yale Forest School opened the session with a paper on "What the American Forestry Association Can Do to Aid the Forestry Legislation." Other speakers were R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, Prof. Samuel H. Spring of the forestry department of Cornell University and George W. Ostrand, Glens Falls. The annual banquet took place at the Hotel McAlpine in the evening.

The annual meeting of the North Carolina Forestry Association was held at Raleigh, N. C., January 13. Prominent speakers were former Judge R. W. Winston, of Raleigh; State Entomologist Dr. Joseph H. Pratt; Gov. Craig J. A. Holmes, State Forester; Hugh MacRae, president of the association; A. E. Schubert, Nathan O'Berry, W. A. Graham, John Riis and J. G. Peters.

Pertinent Legal Findings

Rights of Non-Resident Corporations

The scope of the power of a state to prescribe conditions limiting the right of a lumber company organized under the laws of one state to do business in another was involved in a decision which was lately handed down by the United States supreme court (Sioux Remedy Company vs. Cope, 35 supreme court reporter 57). The gist of the decision is that, although a state may prescribe limitations upon the right of a non-resident company to carry on business which is wholly executed within the state, as where a contract is made in a given state for the delivery of a quantity of lumber there, no valid restrictions can be placed on the right of such a company to accept an order at its home office for delivery at the shipping point or the destination, since that constitutes an interstate commercial transaction over which Congress has exclusive jurisdiction. In the cases cited, suit for the purchase price of goods sold under an interstate transaction was defended on the ground that plaintiff, a foreign corporation, had no right to sue, because it had not complied with the requirement concerning the appointment of a resident agent fixed by the law of the state. The supreme court of South Dakota upheld this defense, but, on plaintiff's appeal, the United States supreme court reversed the decision, holding that plaintiff not only had the right to do interstate business in South Dakota, but, as an incident of it, could sue there to recover the amount due it under the transaction.

Unsafe Appliances—Excessive Damages

An employer who negligently furnishes a defective appliance for opening a clogged chute (in this case a jointed pole) is responsible for injury to an employe resulting in consequene of such defect, if the employe was in the exercise of ordinary care for his own safety. But $6,500 is excessive recovery for injury to an employe, consisting in loss of an eye, and the recovery is properly reduced to $3,500, where it appears that he was able to earn as much money after the accident as before, although he sustained a nervous shock and expended $300 for medical attendance. (Maine supreme judicial court, Dudley vs. R. P. Hazzard Company, 92 Atlantic Reporter 517.)

Liability for Contractor's Negligence

When a lumber company awards a contract to a builder for the construction of a building (in this case a lumber dry kiln), it is liable for injuries to third persons caused by a defect in the plan of work (here a wall of the kiln fell, killing workman because of weakness of the foundation in a particular under control of the lumber company). But where a contractor is left free as to the details of performance of his contract, employing his own men and being responsible to the company merely for the completion of the structure called for by the contract, the company cannot be held responsible for injury to third person resulting from negligence of the contractor in a matter under his control. (North Carolina supreme court, Embler vs. Gloucester Lumber Company, 83 Southeastern Reporter 740.)

Liability for Fall of Timber

The mere fact that an employe was injured while assisting in carrying a heavy timber, through a co-employe permitting his end to drop without warning does not establish negligence imputable to the employer so as to entitle the injured worker to recover damages. The employe has the burden of establishing some affirmative act of carelessness. The fall may have been unavoidable in the exercise of ordinary care. (Kansas City court of appeals, Neth vs. Delano, 171 Southwestern Reporter 1.)

Rights Under Bills of Lading

To concerns which buy lumber in carload lots by taking assignments of bills of lading covering shipments already made, a decision handed down recently by the Kansas supreme court will prove of interest. In this case (Harold vs. A. T. & S. F. Ry. Co., 144 Pacific reporter 823), it is held that, although, as between a shipper and the railway company, the recitals of a bill of lading are not conclusive against the facts as to the date when the shipment was received or the quantity of freight delivered for transportation, an innocent transferee of the bill of lading in the usual course of business has certain rights which would not be open to the shipper. Thus where plaintiff took an assignment of a bill of lading, which showed a shipment from a certain point on a certain date, whereas in fact the shipment was made at another time and place, he was declared to be entitled to recover damages for delay in delivery of the shipment over the time that would have been required under the bill of lading as drawn. After citing a case where a railway company has been held responsible to a transferee of a bill of lading for the value of a shipment called for by the bill of lading but never actually shipped, the supreme court said:

"Nor is there any difference in the legal consequences flowing from the issuance of a bill of lading without the receipt of the goods at any time and one issued before the goods are received provided a loss falls upon the transferee in the usual course of business as a direct consequence of the misstatement."

Acceptance of Lumber Shipments

The Nebraska supreme court has just been called upon to determine whether the act of one who contracted for the purchase of lumber in attempting to dispose of a shipment, after giving notice to the seller that it was rejected for failure to come up to specifications, amounted to an acceptance and a waiver of such rejection. The decision was announced in the case of Columbia River Door Company vs. H. F. Cady Lumber Company, 149 northwestern reporter 798. The suit was brought to recover the price of a carload of lumber sold by plaintiff to defendant and shipped to a third person, and was defended on the ground that the shipment had been rejected. Judgment was awarded in favor of defendant on the ground that, although defendant did attempt to dispose of the lumber, this was done under instructions from plaintiff to "use to the best advantage." As supporting the decision, the Nebraska supreme court cites the following authorities:

In Schwartz v. Church of Holy Cross, 60 Minn. 183, 62 N. W. 266, plaintiff sought to recover for the value of certain altars which had been ordered constructed and placed in the church. It was held that the use of some of the altars, after defendant's refusal to accept them because they were not manufactured according to specifications, did not amount to an acceptance, and a judgment for the defendant was affirmed. * * * In Creighton v. Pacific Coast Lumber Company, 12 Man. (Can.) 546, it was said: "A purchaser of goods ordered to be sent by the railway does not lose his right of rejecting the goods by unloading them from the cars on arrival and teaming them to his own premises, if he finds them to be inferior to what he had ordered and so notifies the vendor within a reasonable time." In Armstrong v. Columbia Wagon Company, 6 Pennewill 274, 66 Atl. 366 (Del.), we find the following language: "In an action for the price of a carload of lumber, it was not material whether defendant knew that it came from plaintiff or not before unloading the lumber, as he had the right to unload and inspect it for the purpose of determining the quality and quantity."

Breach of Contract to Sell Lumber

In a suit to recover damages for claimed breech of a contract to sell a quantity of lumber (Gourley vs. American Hardwood Lumber Company, 170 Southwestern Reporter 339), the St. Louis court of appeals recently announced the following rules of law as being applicable to such cases:

1. Only such damages are recoverable as were within the contemplation of the parties at the time the contract was entered into. Therefore, when one breaks a contract to deliver lumber, he is not liable for special damages accruing to the buyer through his inability to use the lumber for some special purpose not disclosed to the seller when the contract was entered into.

2. In case of such a breach, the buyer must reduce his damages as much as can be reasonably done, by purchasing the required lumber elsewhere. He need not purchase in the nearest market, geographically speaking, if there is no market at the contract place of delivery for the particular lumber to be bought, but he must buy in that which is the most available, considering price, delivery, etc.

3. When a buyer rejects a lumber shipment as not conforming to that shipped, he is entitled to recover for all reasonable expenses incurred in connection with it, including freight paid, unloading charges, and the cost of cross-piling at seller's request, to protect the lumber.

Wood Preservers' Annual

The eleventh annual convention of the American Wood Preservers' Association was held January 19, 20, and 21 in the Congress Hotel, Chicago, and was concluded with a visit as a body to the Field Museum of Natural History, Chicago, and to the Forest Products Laboratory, Madison, Wis. A banquet on Wednesday evening was the leading social event of the meeting.

The election of officers on Thursday afternoon resulted in the choice of J. H. Waterman, of the C. B. & Q. Railroad, as president. He resides at Galesburg, Ill. H. S. Loud, of New York, who is associated with the U. S. Wood Preserving Company, was chosen first vice-president; Lowry Smith of Brainerd, Minn., superintendent of the Northern Pacific Railroad's tie plants, second vice-president; and F. D. Beal, Portland, Ore., superintendent of the St. Helens Creosoting Company, third vice-president. F. C. Angier was unanimously reelected secretary-treasurer.

Three cities were voted on as the place for the next annual meeting of the association, St. Louis, New York and Chicago. The choice fell on Chicago. Invitations came also from Columbus, Cincinnati, Charleston, S. C., and San Francisco.

The attendance exceeded two hundred and was representative of all portions of the United States.

A committee of six, to advise with and assist the president, was elected. Two members will go out and two others will be elected each year. This committee, therefore, becomes a body in perpetuity. It was ordered, as an unwritten law, that the retiring president shall be one of the committee. The election resulted as follows: G. E. Rex, E. A. Sterling, John Foley, C. M. Taylor, J. B. Card, and J. M. Davidson.

The following papers relating to treating timbers, or to their use after treatment, were placed before the meeting:

Air Seasoning of Crossties, by A. H. Noyes.

Sill Ties, by F. J. Angier.

A Method for Finding the Annual Charges for Ties, by Harrington Emerson and T. T. Bowen:

The Mechanical Life of Ties as Affected by Ballast, by E. Stimson.

Additional Facts on Treated Ties, by J. H. Waterman.

History of Treated Wood Block Pavement in the United States, by the committee on wood block paving.

Treated Timber for Factory Construction, by F. J. Hoxie.

Laboratory Analysis of Creosoted Wood Paving Blocks, by Frank W. Herrington.

The Bleeding and Swelling of Paving Blocks, by Clyde H. Teesdale.

Destruction of Timber by Marine Borers, by E. S. Christian.

Economical Use of Steam in Connection With Wood Preservation Plants, by A. M. Lockett.

Temperature Changes in Wood Under Treatment, by George M. Hunt.

A Specification for a Coal Tar Creosote Solution, by Hermann von Schrenk and Alfred L. Kammerer.

The Comparative Toxicity of Coal Tar Creosote and Creosote Distillates and of Individual Constituents for the Marine Wood Borer, Xylotrya, by L. F. Shackell.

Use of Wood Paving Blocks

The paper which gave the history of paving with wooden blocks in the United States confined its statistics to blocks which had been treated with preservatives. Figures were given by which the increasing use of this material in the United States was shown. The earliest date included in the report was 1898, approximately sixteen years ago. During the time that has elapsed since, a large number of cities and towns in all parts of the United States have laid treated paving blocks on their streets. Minneapolis is credited with the largest superficial area of treated wood pavement, its total exceeding a million square yards or about one-eighth of all such pavement laid in the United States in the past sixteen years, as shown by this report. The total for the whole country is placed at approximately 8,455,000 square yards.

The figures do not show how much of this pavement is made of the several woods listed. It is evident, however, that longleaf and shortleaf yellow pine of the South lead all others. Tamarack holds a rather important place, and black gum is in much demand. Western larch, western red cedar, and Douglas fir meet considerable demand, while Norway pine is frequently laid, and hemlock less frequently. Black gum is the only hardwood on the list.

Construction Timbers

The paper by Mr. Hoxie laid particular stress on the necessity of treating timber used in factory construction to guard it against decay. Little was said on the subject of the kinds of timber to be selected, since, no matter whether hardwood or softwood, it should be protected from decay as carefully as possible. There is always danger of attack by dry rot. This insidious enemy of structural timbers may be carried into a building on decaying wood and by that manner be communicated to sound timbers. An instance was cited where a building constructed of oak and pine had remained free from dry rot for twenty-five years only to fall a victim at last after contact with decaying timber brought into the factory.

The builder should exercise the greatest care in selecting timber for factory construction and use such as is not liable to fall an easy victim to decay; but as an extra precaution the use of treatment is recommended.

Timber Drying by Steam

The paper by George M. Hunt, "Temperature Changes in Wood Under Treatment," contains interesting data showing what takes place when wood is submitted to steam under pressure until the heat penetrates, and a partial vacuum is then pulled. The water in the wood is heated, under pressure, to a temperature considerably above that of boiling water under ordinary circumstances; and when a partial vacuum follows quickly, the sudden release of pressure causes the water in the wood to boil violently, and the steam escapes from the pores so rapidly that the moisture content of the wood is lowered, perhaps as much as twelve or fifteen per cent in a few minutes. This happens in case of green wood only. If seasoned wood is submitted to this treatment it may actually absorb moisture from the steam, and contain more water at the close of the steaming than at the beginning.

In submitting timber of large size to this steam treatment there is danger that the rapid drying will produce checks sufficiently serious to injure the wood.

The Mechanical Life of Ties

Mr. Stimson's paper discussed the wear of ties in contact with the ballast in the track. It is well known that rails cut ties badly, particularly if the ties are soft and the traffic heavy. The deterioration of ties on account of the grinding action of the ballast on the bottom and sides of the tie is not so generally known. It is said that in some instances when ties are of very durable wood they will wear out before decay seriously affects them. Those in the track of the original Panama railroad have been frequently cited as such an example.

Mr. Stimson shows that the tool used for tamping the ballast and forcing it under the tie causes much injury to the wood by bruising it and chipping off splinters from the corners of the timber. When broken stone ballast is employed, the sharp edges and corners of the individual pieces wear the wood rapidly under the pounding effect of passing trains. Much of the cutting of ties by the rails is due to action of sand and grit from the ballast. It inserts itself between the tie and the rail.

The paper by Clyde H. Teesdale of the Forest Products Laboratory at Madison, on "The Bleeding and Swelling of Paving Blocks," led to one of the most heated discussions of the entire meeting, due to differences of opinion among members as to different preservatives and methods of applying them.

The discussion which followed the reading of a paper "A Method of Finding the Annual Charges for Ties," by Harrington Emerson and T. T. Brown, led to a statement by a member of the convention that, taking the whole United States in consideration, the annual cost of ties is four times the annual cost of rails. It thus appears that the country's railroads depend more upon forests than on iron mines.

The Furniture Expositions

The Grand Rapids furniture show is now just about winding up, and it may be said for the edification of lumbermen that if the results in the way of business were not immensely good, they were far from bad. As a matter of fact, business was slightly below normal, but it was not at the lowest possible ebb by any means. It was well up to January a year ago, which is doing pretty well in the midst of what is generally termed a real business depression. "Fair to middling," was about the verdict given of the show by leaders in the furniture trade.

One good indication was that the number of visitors was just about as large as usual. The fact that the buyers were on hand, taking interest in the new stuff, and preparing to stock up with anything which looked good, was one of the most encouraging features of the whole situation. The automobiles of the Grand Rapids factories were kept busy taking visitors from the hotels to the show-rooms at the plants, and most of the manufacturers wore a smile which, though it may have been largely force of habit during the show season, at least seemed to suggest moderate satisfaction with what had been transpiring.

Mahogany continues to be the big leader in the Grand Rapids field, and is being used in Period goods just as in everything else which has been offered. Oak is of course next, though a rather poor second. The way in which oak seems to be falling down in the high-class cabinet field seems to the onlooker to be very suggestive to manufacturers of that wood. Are they content to allow it to be pushed aside by anything else which comes along? Wonderful effects may be had in oak, and are being obtained, but it is certainly not being given the place which belongs to it. Mission Colonial furniture is still wanted by a large number of buyers, and this is keeping oak in the limelight, but it is not being used to any great extent outside of this field. Fortunately, golden oak seems to be about gone, as a high-class furniture proposition. This finish undoubtedly did more to unpopularize oak than anything else in the world.

"What the furniture trade needs more than anything else," said a prominent manufacturer to the writer, "is another high-class cabinet wood to work along with mahogany. We are making seventy-five per cent of our output in mahogany, and we think the percentage is too large for the good of the business. It is beginning to look as though the wood which will be the leader along with mahogany is American walnut."

And this opinion seemed to be borne out by the facts. American walnut was really the big feature of the show—that is, the most important new development. The biggest houses in the trade were displaying their walnut goods right up front, so that the visitor could not help seeing them. Made up in the Period styles, walnut furniture is wonderfully beautiful. It is really exquisite stuff, and the manufacturers who are featuring it are getting enthusiastic over it, especially as the buyers have taken to it remarkably well, considering that their real first introduction to it was given a year ago.

A big manufacturer, who happens to be featuring enameled goods this year, said to the writer: "We have made about a dozen walnut patterns this time, or about sixty numbers; and we have sold a world of it, although we have not pushed it so hard as we have done enameled goods, naturally."

The designs which walnut has been featured in particularly are Queen Anne and William and Mary, and it looks great in both. With the loud pedal being placed on Periods in the retail furniture trade, it looks as though the retailers ought to have no trouble "getting away" with the walnut game, especially as the leaders in the field, like Berkey & Gay, whose famous Knoleworth line is made up of walnut exclusively—about 575 numbers in all—is being advertised to the consumer through the popular magazines.

The walnut men who visited Grand Rapids found furniture manufacturers keenly interested in the wood, and many who have not been using it have about decided to get into the band-wagon. This applies particularly to chair manufacturers, who see in the big run on walnut by the case-goods houses a good opportunity for them. The fact that the chair people can use the lower grades of walnut, while the case-goods manufacturers have been insisting for the most part on firsts and seconds, though No. 1 common would serve the purpose in a majority of instances, gives the former a chance to get in under unusually favorable conditions.

The matter of the supply of black walnut was also on the tip of many tongues, and anybody who had any information to offer was listened to carefully. That is, the walnut consumers are anxious to know whether, in view of the evident big movement of the furniture, they are going to be able to get all that they require.

"I am convinced," said one furniture man, who has been absorbing a lot of information on the subject, "that there is plenty of the wood. Government statistics show that the production is about 50,000,000 feet a year, and inasmuch as a lot of this goes into veneers, that certainly seems to be ample for the requirements. And though under normal conditions the export trade gets a good deal of walnut, it would seem natural that domestic business would get the call from the walnut men, as it is certainly easier to handle than foreign business. The method of walnut production, that is, from small and scattered pieces of timber instead of large forests, is really insurance of a steady production, it seems to me, because if it were all grown in a small section, it would be comparatively easy to cut it out in a short time."

The matter of production, however, is one which is bothering a good many prospective consumers, and walnut manufacturers may well lay considerable stress on their ability to furnish the material not only now, with the demand just starting, but for years to come.

Walnut was finished for the most part at Grand Rapids a deep, rich brown, which was rubbed dull. Some manufacturers finished a little lighter than others, but most of them preferred the rather dark treatment. One manufacturer, who is noted for his inconsistency, or, perhaps, as his admirers would say, his originality, has finished his American walnut very light, bringing out all of the contrasts in the way of grain and figure that he could, and making his line very different from that which will be characteristic. Then he has finished his gum furniture with the brown stains which are provided for walnut, and is offering the latter as "satin walnut." Thus it appears that gum, the universal substitute, is going to get the backwater from the walnut demand also, in the form of cheaper furniture which can be offered under a similar name.

As suggested above, enameled furniture is getting a strong play in the Grand Rapids market. The Sligh Furniture Company, one of the leading houses, is putting out as much of this kind of goods as anything else; in fact a visit to its ware-rooms leaves one with the impression that it has more enameled furniture to offer than mahogany, even. Certainly they are playing it up as strongly as possible, having built an extra story to their factory for the work of putting on this finish, which requires very careful and elaborate treatment. This and other companies appear to believe that enamel, instead of being merely an occasional fill-in, can be made a real staple. It also shows the striving to get away from the effects which have been most popular during recent years, and to introduce a new note into the furniture business.

The woods which appear to have been featured for enameling purposes are basswood and birch. The latter seems to be fairly high-priced for the work, but many of the Grand Rapids people seem to think that there is nothing like it for this character of work. Poplar manufacturers might disagree with them. In fact, though the writer heard little of poplar in connection with enameled furniture, it would seem that this is the wood that is really made for this class of work; and inasmuch as poplar deserves a little stimulation at this time, and could stand a little increase in the demand without any injury to anybody, it might pay the poplar manufacturers to investigate the trend toward enameled furniture.

Circassian walnut was shown to a considerable extent at Grand Rapids, but the general impression seems to be that it is on the

wane. Whether this is the result of increased prices, due to the war, or is a permanent condition, it is hard to say; certainly, however, few houses seemed to be featuring it as strongly as heretofore, and in fact that Sligh Furniture Company, which for years was regarded as the champion of Circassian, appears to have displaced it in favor of enameled furniture.

CHICAGO FURNITURE EXPOSITION

The Chicago Furniture Exposition, at 1319 South Michigan avenue, has been open to buyers for some time. The manufacturers displayed full lines, and the exhibit as a whole was fully up to those of former years. Old lines still hold their places, but new ones come in to comply with changing tastes and fashions. Perhaps there has never been a time when there was more call for reproductions of early period furniture than there is at present. Fads come and go in furniture as in most other things where fashions are concerned; and many new things which possess no real merit come and go, and after that they are seen no more; but when the designs are such as appeal to educated tastes, they return to popular favor from time to time. At present the displays are rich with furniture reproduced from some of the highest classes of past periods.

To some extent certain woods respond to fashions. They come in and go out. There are other woods, however, which are "the same yesterday, today, and forever." Oak and mahogany may be put in that class. Designs may change, finishes may vary, but the woods never go out of use. The furniture display shows a tendency to restrict the use of highly colored and highly polished oak; but what is lost there is made up in plain and unostentatious finish.

Red gum not only holds its place in the furniture factory and in popular esteem, but it gains steadily. The furniture maker is learning more about gum. It can be worked without much shrinking and swelling, and the public appreciates its figure and general appearance.

The usual mahogany lines are being shown. It is known that imports of mahogany have declined on account of the war, but no scarcity has yet been felt by the furniture makers. The sawmill output of mahogany lumber in the United States is about 30,000,000 feet, board measure, and about half of that quantity is cut into veneer.

The most noticeable change in the furniture lines seems to be taking place in the use of walnut, both American and Circassian. The latter is bound to become extremely scarce and expensive, because absolutely nothing is being exported from the area where it grows, which is in the region of the Caspian sea. It is safe to say that when present stock has been used there will be no more until the close of the war. The Chicago exhibit showed no scarcity of this wood, but the manufacturers were a unit in saying that they expect a decline in the amount used with a corresponding increase in price.

In some instances Italian walnut is already being substituted for Circassian. Both are cut from the same species, but the countries of origin are different, and the Italian-grown wood does not rank with Circassian in beauty; besides, there is not much of it.

Black walnut holds a much more prominent place in the present furniture exhibit than it held last year. The wood has come back; not yet in all furniture lines, but in tables, desks and certain other articles. Some of the finishes given it are beautiful. The old users of this walnut, forty years ago, never thought of finishing it in other than in black, which is the wood's natural color when trees are fully mature; but some manufacturers now show articles of black walnut furniture which suggests brown or brownish yellow more than black. In fact, the wood might almost pass for Circassian. No such range of finish was ever before attempted, and no one formerly suspected that black walnut was capable of it.

This will render easy the transition from Circassian to black walnut in furniture making. The demand for the former may be partly met by the latter; but the sentiment in favor of black walnut is growing, independently of scarcity in supplies of Circassian walnut. The annual use of Circassian in this country heretofore has fallen somewhat under 2,000,000 feet a year, board measure, but by cutting the wood in thin veneers it has made a conspicuous showing.

Some of the furniture manufacturers now sell finely-finished pieces of black walnut at the same price as Circassian, while in other instances the Circassian brings about ten per cent more.

The furniture show in Chicago was fairly well attended. While the number of buyers was somewhat less than formerly, they bought liberally, and the result is considered satisfactory, considering general business conditions.

Baltimore Exports for 1914

The figures of exports from Baltimore for the year 1914 are available, and they show strikingly the effect produced by the great war upon the lumber movement to foreign countries. None of the latter were exempt from the contraction that has taken place, the year being practically divided into two periods, during one of which a fair volume of business was done, while the other includes the five months of the war when the shipments slumped until they amounted to only a small part of what may be called a normal movement. In this connection it is to be said that the shrinkage in exports began a year before the war, the second half of 1913 having already shown a marked decline in the forwardings, as compared with the first half. This falling off continued in 1914, being doubtless attributable to a considerable congestion which had taken place in the course of time. The effects of this congestion manifested themselves in a very indifferent demand and in a narrowing of prices, which touched figures that made a large part of the export trade unprofitable. During the war, of course, no improvement was to be expected, especially since the seizures of vessels by Great Britain resulted in a diversion of shipments to certain ports and an accumulation of stocks there that have not yet been worked off. The trend of the export business is impressively shown in the following table, which gives the foreign movements in periods of six months, the first line of figures standing for the shipments in the first half and the second line for those of the last six months of 1914 as compared with the previous year. Here are the totals:

	1914		1913	
	Quantity	Value	Quantity	Value
Logs, Hickory	347,000 ft.	$ 11,763	981,000 ft.	$ 31,549
Hickory	141,000 ft.	5,790	204,000 ft.	5,995
Oak	41,000 ft.	1,859	177,000 ft.	6,684
Oak	20,000 ft.	800	31,000 ft.	883
Walnut	820,000 ft.	49,149	1,563,000 ft.	102,355
Walnut	21,000 ft.	1,292	396,000 ft.	29,893
All others	258,000 ft.	11,042	356,000 ft.	12,480
All others			122,000 ft.	7,613
Lumber, Oak	6,905,000 ft.	238,074	14,813,000 ft.	494,986
Oak	4,025,000 ft.	149,611	9,085,000 ft.	318,529
White pine	87,000 ft.	3,395		
White Pine	100,000 ft.	3,268		
Pitch Pine	36,000 ft.	1,910	1,000 ft.	52
Pitch Pine	6,000 ft.	376	15,000 ft.	741
Short Leaf Pine	1,452,000 ft.	44,429	1,930,000 ft.	61,734
Short Leaf Pine	177,000 ft.	5,929	1,190,000 ft.	37,283
All Other Yellow Pine	19,000 ft.	700	70,000 ft.	2,249
All Other Yellow Pine				
Poplar	1,063,000 ft.	50,334	1,506,000 ft.	61,097
Poplar	1,030,000 ft.	53,150	1,235,000 ft.	51,103
Spruce	2,140,000 ft.	68,207	150,000 ft.	5,055
Spruce	167,000 ft.	5,907	3,338,000 ft.	94,342
Cypress				
Cypress			13,000 ft.	583
Gum				
Gum			13,214 ft.	214
Joists and Scantlings			33,000 ft.	1,057
Joists and Scantlings				
All others	1,837,000 ft.	89,878	2,536,000 ft.	119,496
All others	927,000 ft.	42,904	2,217,000 ft.	109,896
Shooks, Box	432	111		
Box	448	434	594	389
All others	2,311	2,542	19,144	21,321
All others	2,632	2,930	15,111	11,531
Staves	339,250	17,184	640,437	37,965
Staves	260,082	15,260	591,947	30,105
Headings		1,330		
Headings				
Shingles				
Shingles			33,000	250
All other kinds of lumber		65,935		56,497
All other kinds of lumber		27,041		50,115
Doors		13,728		33,627
Doors		151		1,660
Furniture		12,789		9,457
Furniture		22,294		12,047
Trimmings		1,163		4,537
Trimmings				3,164
All other manufactures of wood		134,759		423,130
All other manufactures of wood		54,511		165,120
Total		$1,210,826		$2,416,599

Interesting Traffic Developments

Cypress operations in Louisiana are said to be suffering from unjust and undue discrimination on the part of carriers who are alleged to be violating their tariffs with respect to milling-in-transit arrangements. The case was laid before the Interstate Commerce Commission last week and is brought by the Chicago Lumber and Coal Company against Morgan's Louisiana & Texas Railroad and Steamship Company, Louisiana Western Railway, Iberia & Vermilion Railway and the Lake Charles & Northern Railroad. It is claimed that full carload ratings are applied into the dressing point and full rates applied out, as well. The railways refuse any refund on the ground that the lumber was not dressed in total. The cypress manufacturers declare that this interpretation of the tariff was not justified. The principal mills involved are those at Garden City, Patterson and New Iberia.

The complaint has been filed by Stearns & Culver Lumber Company of Milton, Fla., against the Chicago, Milwaukee & St. Paul, et al., charging unreasonable rates on sawmills machinery from Beloit, Wis., to Milton. Reparation is asked.

The West Lumber Company of St. Louis has filed a complaint against the Frisco asking $1,900 reparation for alleged overcharges.

The American Land, Timber and Stave Company of Chicago, has filed a claim against the Frisco, charging discriminatory rates on staves and heading from Missouri and Arkansas points. Reparation is asked.

An interesting point is involved in a complaint filed last week by Baker, Wakefield Cypress Company of Plattenville, La., versus the Texas & Pacific Railway. Routing a car destined to Huntington, W. Va., was asked by telephone. The carrier's agent advised a routing which was placed on the bill of lading by the shipper. After the car had moved it was discovered that the cheapest route had not been specified. A rate of thirty-four cents was collected when another route taking a twenty-six cent rate was available. The cypress company claims that it is the duty of the carrier to advise the cheapest route on inquiry, just as it is the duty of the carrier to route the shipment by the cheapest way if submitted without routing instructions.

An effort is being made by the Union Lumber Company of Milvid, Tex., to secure an order from the commission making it necessary for the Gulf, Colorado & Santa Fe to furnish switching service at the plant of the lumber company. For a number of months this service has been refused and has been done by the lumber company, which now claims $5,000 reparation for service which, it is claimed, should have been performed by the carrier.

A situation, thought to be without precedent, is set forth in a complaint filed last week by S. T. Alcus & Co. of New Orleans against the Illinois Central. For many years this company has been shipping box material to Durham, N. C., at a twenty-six-cent rate. Recently, the Illinois Central issued a new tariff. The rate to Durham was dropped entirely. Inquiry made by the Alcus company brought out the statement from the carrier's agent that the rate was unchanged but had been inadvertently dropped. After twenty-seven cars had been moved, the Illinois Central presented bills for an increase of eight cents in the rate. The Alcus company points out that the twenty-six-cent rate remains unchanged on the Louisville & Nashville and the New Orleans & Northeastern, and holds that it cannot be required to pay the additional eight cents.

The East St. Louis Walnut Company lost its case last week against the St. Louis, Iron Mountain & Southern, the Missouri, Kansas & Texas, the Missouri Pacific, the Frisco and the St. Louis & Southwestern. The commission handed down a decision sustaining the present rates on rough walnut logs from points on various lines in Missouri and Arkansas to East St. Louis.

A fourth section order was asked last week providing the further suspension of proposed increases on lumber on the Chicago, Burlington & Quincy, the Chicago Great Western and the Chicago & Northwestern. The rate is suspended from January 15 to April 15.

A complaint has been filed by the Advance Lumber Company versus the Atlanta, Birmingham & Atlantic Railway Company. Demurrage was unjustly assessed on cars from Alabama to Indiana and Illinois points, it is alleged.

A brief has been filed by the defendants in the case of the Nebraska Bridge Supply and Lumber Company against the Nashville, Chattanooga & St. Louis railroad and the Alabama & Great Southern. It is denied that the lumber company has any right to reparation and the carriers state that the reductions asked for the transporting of cedar logs, poles and piling would result in tremendous losses.

Briefs have been filed in the question of lumber rates from Helena and other points in Arkansas to Omaha and other destinations. The carriers take exception to Witness Knapp's testimony which indicates, they say, that the increase proposed is from sixteen to twenty-three cents. Absolutely no record of the sixteen-cent rate ever having been in force can be found, the carriers state. The request for the vacation of the suspension order is renewed.

An Illinois Central brief submitted last week contends that the proposed rate of twenty-six and one-half cents to Omaha from lumber producing points in Mississippi is unreasonable. The fact that the railroad probably will lose the traffic altogether, as is contended by the lumbermen, is not a legal reason why a reasonable rate should not be allowed. The lumber interests state that western woods will replace southern woods in Omaha if the increased rate is allowed.

Replying to the brief recently submitted by the Himmelberger-Harrison Lumber Company of Morehouse, Mo., the Frisco claims that the lumber company's own evidence makes it clear that lumber rates should not be disturbed in their territory. The whole structure of rates from mill points in Missouri and Arkansas is involved, it is said. As a considerable portion of the company's lines is supported almost entirely by lumber tonnage, any decrease in rates would work a great hardship, it is declared. Neither do present rates place the lumber company at any commercial disadvantage, it is stated.

A complaint has been submitted by the Major Stave Company of Ashtown, Ark., against the Memphis Dallas & Gulf Railway Company. It is contended that the rates on staves and headings to Galveston are unjust and in violation of the law. A rate of thirteen and three-fourths cents from Ashtown and Arkadelphia, Ark., to Houston, Tex., was asked. A fifteen-cent rate is requested to Texas City and to Galveston. A minimum of 40,000 pounds is to apply. All charges which have been made during the past two years, in excess of the rates named, should be reduced, it is declared.

Reparation has been granted in the case of the Torrey Cedar Company versus the Chicago & Northwestern. One forty-five foot car was ordered for loading poles. Two cars were furnished. The carrier must charge the rate that would have applied had the forty-five foot car been available, it was ruled.

In the matter of the rates on lumber and other forest products from points in Arkansas and other states to points in Iowa, Minnesota and other states the petition for revision of the previous findings with respect to divisions was considered. The petition was denied

with the exception of the reapportionment of the rate to Des Moines. The first supplemental report and order was modified to that extent.

A portion of the decision reads:

"Our general finding made a reduction in the divisions of the St. Louis Southwestern Railway of one cent below what had been its original proportion. As to the Des Moines rate, the original division of the St. Louis Southwestern Railway would be reduced one and three-fourths cents. In other words, the division of the St. Louis Southwestern Railway of the Des Moines rate would be three-fourths cent less than allowed that company out of the through rates to the territory as a whole. This we believe to be a proper adjustment. We therefore find that the rate to Des Moines should divide seventeen and one-fourth cents to the St. Louis Southwestern Railway Company and seven and three-fourths cents to the Wabash Railroad Company and that our first supplemental report and order herein should be so modified."

Endorsements for the ship purchase bill have been piling into the offices of senators and representatives from lumber districts during the past two weeks. The support of congressmen is urged in the interest of the industry which is unable to export its product, despite the increasing demand in Europe. Export mills throughout the country are said to be receiving excellent offers from dealers abroad but when there is not enough shipping to handle cotton, which is paying many times the normal shipping rate, there is little chance for low-grade freight.

Lumber hearings have been arranged as follows by the Interstate Commerce Commission:

January 26, Minneapolis, Examiner Gerry; Christenson-Imes Lumber Company versus Northern Pacific Railway Company.

February 1, Minneapolis, Examiner Burnside; rates on logs, Stuttgart and other stations in Arkansas to Memphis.

February 6, argument in Washington; Major Stave Company versus M. D. and G.

February 11, argument in Washington; Eastern Oregon Lumber Producers' Association versus C. B. and Q.

Overcharge was allowed in the case of the Valley Planing Mill Company versus the St. Louis, Iron Mountain & Southern, in a decision handed down last week by the commission. The fourth section application made by the company in connection with the case, which provides for the continuance of lower rates on yellow pine from Hot Springs to Alexandria, Va., was denied.

A rate of twenty-two and a half cents on oak between Rock, W. Va., and Hagerstown, Md., was found to be excessive in the amount that it exceeds fourteen cents in a decision in the case of the Ellis & Myers Lumber Company versus the Virginia Railway Company.

May Brothers, Nickey & Sons Company and the Ryan-Stimson Lumber Company lost their case against the Frisco in which unreasonable charges on logs from points in Mississippi and Arkansas to Memphis were alleged. The commission dismissed the case claiming the allegation had not been proven.

Lumber and other commodities are discriminated against in the reconsignment rules of the Louisville & Nashville, it is declared in a brief filed in the case of the Powell-Myer Lumber Company versus the Louisville & Nashville. In addition to the discrimination in favor of certain classes of shippers and shipments excessive charges are made for the service actually rendered, it is charged.

The Atha Tool Company of Newark, N. J., has lost in an effort to obtain cheaper rates on lumber from Tennessee points to Newark. The commission sustains present rates to Newark. Limited relief from the long and short haul clause was granted.

Forest Products Federation

Plans for the mass meeting of the Forest Products Federation in Chicago February 24-25 are rapidly assuming definite form. By that time the officers and committees of the federation will have compiled full and reliable information upon the conditions which tend to reduce the use of lumber or encourage the use of other materials. Despite the popular notion to the contrary, there is still plenty of timber available for all necessary requirements. Since wood is the best and most widely used material for all-around building purposes, it is very desirable that the consumers of wood should be informed as to sources of supply and methods of handling the product so as to get best results. Lumbermen do not advocate the use of wood in places or for purposes for which it is not suited, but they do justly maintain that the field for the legitimate uses of wood is big enough to consume the annual lumber output if properly cultivated. Under modern conditions, however, the manufacturers of every commodity find it necessary to promote the uses of their products, and lumbermen are no exception to this rule of business. More complete use of timber is possible only as markets are developed, and the aim of the federation is to promote the use of wood for all purposes to which it is best adapted.

The essentially new feature of the present movement is that it includes all branches of the lumber industry. The manufacturers wish to co-operate with the distributors, and the wholesalers and retailers need the assistance of the manufacturers. By such co-operation people who use wood can be educated to buy more intelligently and to get more satisfactory service under varied conditions. In giving publicity and information regarding the best uses of lumber, the federation plans to promote wood on its general merits, leaving details as to kind and character to the various lumber associations concerned.

The coming mass meeting is receiving the hearty support of the timber trade and forest interests, and in preparation for the meeting the executive committee has arranged for five committe reports on important problems. The subjects and personnel of the committees are as follows:

COMMITTEE 1—BUILDING CODES: The compilation of building codes in representative cities and evidence as to discrimination against lumber. Chairman, J. V. O'Brien, secretary, Cleveland Board of Lumber Dealers, Cleveland, O.; Ernest H. Pugsley, H. H. Hetzler Lumber Company, Chicago; W. W. Knight, vice-president, National Wholesale Lumber Dealers' Association, Indianapolis, Ind.

COMMITTEE 2—FIRE LOSSES: Compilation of losses to frame buildings compared with other types of structure; extent to which fires are due to carelessness and character of contents instead of kind of structure; and comparison of the case of fighting fires in the various types of buildings. Chairman, C. I. Wicks, secretary, Edward Hines Lumber Company, Chicago; Geo. W. Luehring, secretary, Lumbermen's Credit Association, Milwaukee; W. W. Schupner, National Wholesale Lumber Dealers' Association, New York, N. Y.

COMMITTEE 3—COMPARATIVE PRICES OF BUILDING MATERIALS: Tabulation of prices on various building materials and on completed structures; checked by actual bids on specified structures; and a comparison of mill construction versus concrete, steel or brick for factory buildings. Chairman, Adolph Pfund, secretary, Wisconsin Retail Lumber Dealers' Association, Milwaukee; Henry Boeckeler, Boeckeler Lumber Company, St. Louis, Mo.; F. S. Underhill, Wistar, Underhill & Nixon, Philadelphia, Pa.

COMMITTEE 4—SHINGLES: Compilation of shingle ordinances; status of fire retardent paints and processes and the use of substitute roofing material. Chairman, F. A. Hofheins, president, Transfer Lumber & Shingle Company, North Tonawanda, N. Y.; John McMaster, Seattle, Wash.; James Costello, Liberty, Mo.; Geo. E. Watson, secretary, Southern Cypress Manufacturers' Association, New Orleans, La.; G. A. Thompson, secretary Welles-Thompson Lumber Company, Minneapolis, Minn.

COMMITTEE 5—PROMOTION: The general methods for promoting structural material; cost and character of effective advertising and publicity; expositions and shows, and comparative merits of individual or association effort. Chairman, W. A. Gilchrist, Chicago, Ill; A. T. Gerrans, superintendent, John L. Roper Lumber Company, New Berne, N. C.; M. B. Nelson, Long-Bell Lumber Company, Kansas City, Mo.

In addition to authoritative reports upon the foregoing topics assured by the membership of the committees selected, the Chicago mass meeting on February 24-25 will be addressed by well-known speakers upon subjects of related interests.

C. H. KRAMER, RICHMOND, IND., PRESIDENT

WALTER CRIM, SALEM, IND., FIRST VICE PRESIDENT

DANIEL WERTZ, EVANSVILLE, IND., SECOND VICE-PRESIDENT

Indiana Hardwood Annual

Probably no prominent group of lumbermen in the country is more closely linked with bonds of friendship and goodfellowship than are those manufacturers who now operate in the Hoosier state and those who started their lumber careers cutting Indiana's famous timber. Once a year the departed sons and those who remain in the old state gather at Indianapolis for the annual handshaking. This event occurred again on Wednesday, January 20, at the Hotel Severin, this being the sixteenth annual meeting. It was marked by good fellowship and optimism among seventy-five or eighty members who attended. The members of the association were so anxious to visit in the hotel lobby that the business session did not start until about three o'clock in the afternoon.

President C. H. Kramer of Richmond called the meeting to order and delivered his annual address which is reproduced in part as follows:

President's Address

Indications [illegible] point to a settlement of many [illegible] we hope [illegible] realized, as [illegible]. Many [illegible] country are reporting favorably, they are holding up well and are coming from under the industrial and financial crisis which has been existing [illegible] have [illegible] The great centers are gradually working from under the financial burdens, the rural districts have never been more prosperous. The Almighty for [illegible] favored [illegible] thanking [illegible] deavor to bring success and prosperity to our fellowmen—have business patriotism, talk business—don't boost war.

We [illegible] similar conditions as to a betterment in the lumber and allied interests, the outlook being that we would get back into normal activities, but much to our regret the looked-for prosperity did not come. We hardly feel that these conditions will be ruling during the coming year; some of us are dissenters and pessimists, passing out quinine pills, but many are of the belief that we are at and in the beginning of a hearty and distinct trade revival. Many of you are experiencing an increase in demand, an increase in orders and some a slight increase in price.

I dare say many of you have experienced some contract breaking by your customers when they could buy the same stock your contract called for at a less price. They seemed to disregard any trade ethics whatever, and cancelled with you or required you to lessen your contract price. The [illegible] customers also attempt to [illegible] I am quite sure you have some [illegible] remembrance for such. If you must lower your prices in order to move your stock, to protect quality and for financial returns, do so by giving your tried and true customers the benefit. They will appreciate the circumstance and understand the necessity of your doing so; selecting strange and untried customers in order to gain this end, may be committing business suicide.

With a good many of us the marketing of our product for some time past has seemingly been not how much profit we could obtain above costs, but how much can we dispose of at any price, regardless of the loss in the transaction, the goal seeming to be to get the orders at any cost. This system is one of the most hazardous to the lumber interests. Quite true, some of our stock cannot be held too long, owing to depreciating tendencies, and when the market is off or the prices a little on the downward trend, many begin to cut and there seems to be no end. The trouble largely is not so great an over-production as it is lessened demand. This applies to other commodities as well as to lumber. By this, stocks accumulate at the manufacturing end, and then the old policy of price cutting suggests itself. If we must liquidate, let us do so in a way, as far as possible, to the best advantage of the lumber interests. We hope that the consuming field of every nature using our products may get into their normal state and remain so indefinitely.

Although the general trade conditions have been all but good, we were given aonther burden to carry in the granting of the five per cent increase in the rate to the common carriers. In the Central Freight Association territory this increase no doubt will be granted to them in the trunk line territory, and as well in all the southern section. I am firmly of the opinion that the lumber and timber rates were, prior to the increase, in a very large per cent greater than they should have been, as in comparison with many other commodities, and, were lumber and timber taken on a correct basis, risk in loss or damage, etc., there would be a lessening in the rates in a large number of cases. I am very much of the belief the former rates netted the carriers a handsome profit.

There is no legitimate business but that should have, and is entitled to, a just and equitable return on its investment, but the returns should be derived on an equitable basis from all those who must buy the privilege. The rate problem is a complex riddle, a regular labyrinth. It was said before the five per cent increase came along, "What the ordinary shipper doesn't know would fill a volume, and what a traffic man is supposed to know about them would fill a whole row of books," and this was only too true. With this five per cent increase we have the added burden of fractions, which only deepens the entanglement. We hope that some day not far distant the Interstate Commerce Commission, with the railroad authorities, may work out some system of rate making that the ordinary shipper may have reasonable assurance of his correctness in figuring rates. As it is now we are very much at the mercy of the agents' correctness, and two agents with the best intentions will often give widely different readings of the same tariffs. Let us hope for a satisfactory solution.

To the trade press we hope that our association will continue its methods along the plan that we can command your spirit of kindness, and were it not for your spirit of fairness in the use of printers' ink, we and the lumber game would not have the measure of success that we now enjoy. We most heartily welcome you and wish you a full measure of success.

F. T. Trefz, field secretary of the Chamber of Commerce of the United States, delivered the first regular address. According to Mr. Trefz, a logical sequence of events has led up to the present business depression, which course of circumstances he endeavored to trace. The speaker grouped the three great forces behind the industrial United States as agriculture, labor and commerce. He stated that up to the administration of President Pierce the population of cities was but six per cent of the total population of the country, and that the sudden release of an immense number of men at the close of the Civil war made necessary the industrial development of the United States. He brought the increase in our wealth to a comprehensible figure in stating that it has been increasing at the rate of $250,000 an hour.

The inefficiency of our law makers, which has come in for so universal complaint of recent years, is the logical result of the necessity for the use of the brains in the country in the up-building of the industrial and commercial structure. As a result we have very few business men in the state or national legislatures, and also on account of the lack of interest exhibited by the business man in anything but the development of his own business, the law makers have not been shown the business view-point, hence the vast amount of legislature inimical to the best interests of our business development.

Mr. Trefz traced the national development which has led up to the present trusts, which are being kept back in every way possible by the government. He maintained that modern business must necessarily be big and that while abroad big interests have the backing of the national government, in this country they are directly opposed by the government. The development which Mr. Trefz most specifically emphasized is the fact that the present war has resulted in the realization on the part of the government officials that the wise counsel of the practical business man is absolutely necessary in shaping the policies of national administration along lines which will result in the country's advancement. He said that Congress is more willing to listen to business men and business men more willing to listen to national officials than at any time in the last twenty years.

Mr. Trefz lauded the lack of yellow journalism in the handling of the position of the United States regarding the present war, by the press of the country. He said that they have been conservative and cool-minded in their treatment of this subject, and of the business situation, and that this attitude has greatly tended to keep the public mind free from undue excitement.

Discussion of Compensation Laws

Frank M. Smith of Indianapolis, secretary of the Indiana Association of Manufactures and Commerce, gave a complete description of the application of the workingmen's compensation laws. He traced the developments of these laws since 1910 when the first one was put into effect, stating that twenty-four states have since then enacted state compensation acts. According to Mr. Smith, they are still all in the experimental stage, but public demand makes it imperative that such laws be passed. According to Mr. Smith there is danger of an unjust application of the laws if the laborers are treated too liberally, as there will be an inclination to get the maximum benefits and live in approximate idleness at the expense of the employer, unless the laws are wisely drawn.

Secretary Richardson of Indianapolis reported a net gain of ten members during the year, making a total membership of 121.

Reports of Committees

The president on motion appointed as nominating committee, F. H. Galbraith of Indianapolis, Van B. Perrine, Fort Wayne, and C. H. Barnaby, Greencastle, Ind.

Treasurer James Buckley of Brookville, reported a balance on hand of $514.89.

W. H. Guthrie of Indianapolis, reporting for the forestry committee, reviewed the work done along these lines in Indiana. He said that trees are being furnished to citizens who will pay the freight, and that in the state there is a surprising amount of enthusiasm on this question.

On motion of J. V. Stimson of Huntingburg, resolutions of regret were expressed on the death of members during the past year, these being W. A. Bennett of Cincinnati, Fred A. Diggins of Cadillac, W. P. Brown of Indianapolis and Bedna Young of Evansville.

Resolutions were adopted opposing state senate bill 23 aimed at the consolidation of the state board of forestry, state geologist, state entomologist, oil and gas inspectors and state veterinary, the reason for the objection being that this would take away their representatives from the Indiana Hardwood Lumbermen's Association and from the Retail Lumber Dealers' Association.

C. H. Barnaby, reporting for the inspection rules committee, said there has been no changes in hardwood inspection rules during the past year.

W. W. Knight of Indianapolis, chairman of the committee on trade conditions, presented the following report:

This committee has had no meeting and the chairman submits the following remarks, with due apologies to anyone who has a contrary opinion. Trade conditions since our last meeting a year ago were moderately good for some people, and everything pointed to a reasonable amount of business in the fall while crops were growing and until the terrible calamity of war struck Europe. Since that time there has been little or no business to speak of in the lumber trade and our President, to the contrary notwithstanding, is wrong when he says this is due to a state of mind or a "psychological condition."

I think I am safe in saying that from forty to sixty per cent of the normal volume of business does not indicate a high degree of prosperity, but we are told that business conditions are good. And, if we belong to the "truly faithful," no doubt we will believe what we are told and pay our bills accordingly. But on the other hand it is only fair to say that with the international balance of trade in our favor to a large extent and the enormous volume of orders for food products and war supplies which are coming from Europe we must at last feel some benefit from these more or less favorable conditions.

More than all that, the recent allowance by the Interstate Commerce Commission of a five per cent increase granted to the railroads lying between the Ohio and Mississippi rivers and the Canadian borders is bound to have a very beneficial effect. When the orders which the railroads must place for materials of all kinds are spread round the country to the steel mills, to the lumbermen, and to various others catering to this trade, and the money begins to circulate, we are all going to feel the benefits, and the writer's fondest hope is that this movement may be speeded in the coming.

After that J. V. Stimson moved that the committee be appointed to bring about the enactment of a law compensating citizens for fighting fires along the highways.

The nominating committee reported, recommending the election of the following officers for the ensuing year:

PRESIDENT—C. H. Kramer, Richmond.
FIRST VICE PRESIDENT—Walter Crim, Salem.
SECOND VICE PRESIDENT—Daniel Wertz, Evansville.
SECRETARY—Edgar Richardson, Indianapolis.
TREASURER—James Buckley, Brookville.
DIRECTORS—C. H. Barnaby, Greencastle; George Palmer, Sheridan; W. A. Guthrie, Indianapolis; J. V. Stimson, Huntingburg; Samuel Burkholder, Crawfordsville; Claude Maley, Evansville; Frank Galbraith, Sunman; Haynes Egbert, Goshen; W. W. Knight, Indianapolis; Frank R. Shepard, Indianapolis; Frank Reynolds, Rushville; Van B. Perrine, Fort Wayne.

E. V. Babcock of Pittsburgh, president of the National Hardwood Lumber Association, addressed the convention briefly, pointing out the magnitude of the lumber business and comparing it with similar large industries of the country.

Adjournment followed.

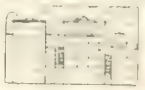
Banquet

As usual, the chief feature of the meeting was the banquet which took place in the main dining room in the evening. The dinner was a thoroughly enjoyed affair as these dinners are altogether apt to be. Among those who spoke were Frank F. Fish, Chicago, secretary of the National Hardwood Lumber Association; Douglas Malloch, Chicago; J. Heatherington, Toronto, Ont.; H. C. Scearce, Mooresville, Ind., secretary of the Retail Lumber Dealers' Association of Indiana; F. S. Underhill, Philadelphia; W. A. Guthrie, Indianapolis.

The attractive badges which the members wore were donated by E. C. Atkins & Co., Inc., of Indianapolis.

HARDWOOD RECORD has received a special wire dated Washington, D. C., January 22, stating that the proposed increased rate for interstate shipments of lumber from Chattanooga and Nashville, Tenn., was found to be justified in a decision handed down by the Interstate Commerce Commission on that date.

Present Testimony at Memphis



The railroads consumed all of the four days allotted for the hearing at Memphis, Jan. 13-16, inclusive, before Special Examiner Watkins of the Interstate Commerce Commission, in the case involving proposed advances of eighteen to forty per cent on cottonwood, oak and gum from points in the Mississippi valley states to Ohio river crossings. Forty-seven roads were represented by twenty-six attorneys, freight traffic managers and rate experts, while the Southern Hardwood Traffic Association and other contesting organizations were represented by about twenty attorneys, their traffic managers and a number of individual lumbermen.

Joe Hattendorf, general freight agent of the Illinois Central, was the star witness for the carriers. He occupied the stand for nearly two days and, in addition to giving a vast amount of verbal testimony, filed about twenty exhibits. His arguments in favor of the higher rates, which have been suspended by the commission pending this hearing, may be briefly summarized as follows:

FIRST.—That the railroads are seeking to increase the rates on lumber in compliance with recent rulings by the Interstate Commerce Commission directing the carriers to adjust their rates to Ohio river crossings.

SECOND.—That the proposed increased rates are not so high as lumber rates in other timber-producing sections of the country.

THIRD.—That the proposed increased rates are no higher than lumber rates in other timber-producing sections which have already been sustained as reasonable by the Interstate Commerce Commission.

He also laid much stress on the "pet argument" of the carriers that the rates established on lumber some years ago were for the purpose of fostering this infant industry in the southern states and that, since the lumber business had grown to a point where it could stand on its own merits, the carriers were entitled to share in the prosperity which the lumber people were enjoying. He also said that there had been a decided increase in the cost of railroad operation and that this was another reason for increased revenue. He attempted to show that most of the standing timber in the southern states was owned by a small group of lumber interests and he likewise emphasized the fact that cottonwood and gum, under the present loading system, with particular reference to weights, were rather undesirable traffic for the carriers, especially at prevailing rates.

Mr. Hattendorf, under cross examination, declared that the Illinois Central had no idea whatever of withdrawing the present increased rates and further that his company did not intend to make any reductions. He admitted that about one-half of the lumber tonnage handled by his road moved through Ohio river crossings. Luther Walter, attorney for the lumber interests, asked Mr. Hattendorf if he could furnish a report showing the lumber tonnage on his line to Ohio river crossings. Attorney Rixey, for the Illinois Central, and attorneys for various other lines, strenuously objected to the compilation of such a vast amount of data but Examiner Watkins said he saw no reason why such reports should not be prepared if they did not involve too much work.

Charles Barham, general freight agent of the Nashville, Chattanooga & St. Louis, said that the proposed rates on lumber originating on that road and passing through Ohio river crossings were fair and just. He compared these rates with those made by the Chesapeake & Ohio and Norfolk & Western and said that, while the former were somewhat higher than the latter, this condition was justified by the better financial condition of the two other roads as compared with the Nashville, Chattanooga & St. Louis. He also thought that the density of traffic handled by these two roads as compared with the Nashville, Chattanooga & St. Louis entitled the latter to some consideration. He was quite emphatic in the declaration that his road could not stand any reduction on class or commodity freight handled over its lines because expenses had increased while net revenues had decreased.

D. M. Goodwyn, general freight agent of the Louisville & Nashville, filed a number of exhibits. He also reiterated what Mr. Hattendorf had said about rates on hardwood from southern points being cheaper than those from other timber producing sections, and declared that the proposed advance in rates would increase the revenues of his road about $25,000. He asserted that, owing to the conditions following the outbreak of the war in Europe, the Louisville & Nashville was not making a reasonable profit on its investment.

Perhaps the most novel testimony was that of W. K. Vandiver, St. Louis, assistant general freight agent, for the Mobile & Ohio. He declared that the Yazoo & Mississippi Valley and Illinois Central had made the lowest rates in the Mississippi valley to be found anywhere in the United States and that his road had had to follow to meet this competition. He pleaded also the necessity of increased revenues.

J. D. Watson, assistant freight traffic manager of the St. Louis & Southwestern Railway, declared Saturday morning, the last day of the hearing at Memphis, that prices for hardwood lumber produced in southwestern states had advanced materially since the west side carriers established a low freight rate to foster the infant industry and that rates on lumber had not been increased in the meantime. He said that southern hardwoods could not be sold to advantage in the earlier stages of the industry because of the prejudice against them and that the carriers put in the lower rates in order to help them find a market therefor. He did not believe it was right, however, that the product, which the roads had helped so materially to increase, should fail to give the carriers increased compensation in the form of higher rates. Mr. Watson did not complete his testimony Saturday but it was resumed in Louisville Tuesday.

Special Examiner Watkins and attorneys representing both the railroads and lumber interests left Memphis Saturday evening for Birmingham. Pine interests were given an opportunity Monday to present their testimony there against the proposed advances from southern points to Ohio river crossings.

J. H. Townshend, general manager of the Southern Hardwood Traffic Association, left Memphis Monday evening for Louisville where the railroads on Tuesday begin the final lap in their testimony.

Lumber interests will have their inning in St. Louis next week and they will be there in full force. J. H. Townshend, general manager of the Southern Hardwood Traffic Association, J. R. Walker and Luther M. Walter, attorneys for the same organization, and representatives of the various bodies co-operating with this association, and a number of traffic experts and individual lumbermen will be present. The real struggle, so far as the lumber interests are concerned, will begin at St. Louis. Memphis will send the following delegation to that city with such additions as may be found desirable: James E. Starke, James E. Starke & Co., Geo. D. Burgess, Russe & Burgess, Inc., Jno. W. McClure, president of the Southern Hardwood Traffic Association, T. E. Sledge, traffic manager for May Brothers, Geo. Land, traffic manager for the Lamb-Fish Lumber Company, and W. B. Burke, vice-president and general manager of that company.

The Southern Hardwood Traffic Association and all the lumber organizations which are co-operating with that body have made unusual preparations for this fight which is regarded as the most far-reaching ever undertaken by them. Lumber interests here believe that these organizations will give a good account of themselves and very little uneasiness is felt regarding the outcome.

It is reported that there is a big market in Hawaii for box shooks for packing canned pineapple and pineapple juice.

During the past two years forest officers have killed nearly 9,000 predatory animals, more than three-fourths of which were coyotes.

The arboretum established at Washington in Rock Creek park, through co-operation between the Forest Service and the District of Columbia, now contains 1,200 trees, comprising ninety-two different species.

GEO. D. BURGESS, MEMPHIS, PRESIDENT.

W. J. ECKMAN, CINCINNATI, FIRST VICE PRESIDENT

R. S. HUDDLESTON, NEW ORLEANS, SECOND VICE-PRESIDENT

National Exporters' Annual

The annual meeting of the National Lumber Exporters' Association was called to order at the Hotel Gayoso at 10 a. m., January 21, by President Fred Arn of Chattanooga. About fifty members were present, including all of the officers and directors. The association held a brief session in the morning. Following adjournment the members went in a body to the Memphis Country Club where they were entertained at luncheon. Early in the afternoon they were driven through the two big parks in Memphis and to other points of interest. A brief session was held at the Tennessee Club later in the afternoon and in the evening delegates were being entertained at dinner at the handsome home of this club.

President Arn, in his address, was quite optimistic regarding the outlook. He asserted that everything for which the lumbermen and the business and financial interests of the country now are working appears to be coming to a consummation. He thought that there would be a marked increase in the price of all grades of lumber in the near future because of the enforced curtailment of output on the part of mills, both North and South. He said that this had already made itself felt in the domestic trade and he regarded an advance as inevitable as a direct result of the laws of supply and demand. He declared that, while there had been some decrease in the demand itself, this had been less than the decrease in output, with the result that stocks had decreased. He predicted that there would be a gradual resumption of domestic consumption of lumber during spring for the reason that far seeing men would take advantage of present conditions to make purchases for everything needed in construction lines.

He did not believe that conditions could long remain depressed. He asserted that a reaction was due one way or the other and that, in his opinion, it would be for the better. In fact, he went so far as to say that "the low ebb of financial depression had been passed" and predicted that "some time this year would see the beginning of the high tide of prosperity."

Concerning the export situation, in its various phases, President Arn had the following to say:

As for the European markets, where millions of dollars in lumber business has dwindled to an almost imperceptible figure by reason of destruction of organized ocean traffic, the best only can be hoped for. It is an assured fact that not until the outbreak of war did Americans understand what possessing a merchant marine means to a nation. Now that it is so forcibly thrust to their attention, it is hardly to be doubted that the ship purchase bill will soon become a factor in international commerce.

For the passage of this bill, the National Lumber Exporters' Association is willing and ready to exert every effort possible. Its passage will mean [illegible] ports of the United States and will also mean its ultimate consideration of the United States as a merchant power in the great international trade which prior to the war was claimed largely by Germany.

The interning of hundreds of large German, French and English marine carriers meant the destruction of organized ocean traffic and, as a result, lumbermen were among the heaviest losers. Even at the present time there is a good market in Europe for lumber by reason of the fact that all importation from Russia and Austria has been precluded and this market naturally turns to America for its supply.

But the prohibitive ocean rates have cut deep inroads into the possibilities of supplying this demand. It is now necessary for the United States to supply the carriers for this vast amount of commerce that is waiting ships and when this is made possible, millions will be brought to the coffers of the American business industries and the subsequent era of prosperity that will ensue will be the greatest the country has ever experienced.

The most important action taken by the National Lumber Exporters' Association came during the last day, when resolutions were adopted, copies of which are to be sent to President Wilson and to both senators and representatives in Congress, seeking the establishment of an adequate merchant marine by ship subsidy or any other form of national legislation that would accomplish this purpose. This was recognized by all members of the association as the most pressing question at this time and there was an unusual amount of dicussion thereof. The association also charged that there had been discrimination shown against lumber shipments by certain steamship lines and it entered a protest against this condition. It was declared that the present situation amounted to a practical embargo on American products and the association, through its resolutions, prayed for as early relief as could be afforded. The resolutions follow:

"WHEREAS, The present situation is such that an almost total embargo exists on the exportation of American products and of lumber in particular, by reason of lack of available ocean tonnage; and,

"WHEREAS, This emergency is so great and conditions most critical; therefore, be it

"*Resolved*, That we favor any legislation that will make available all possible ocean tonnage at the earliest possible moment, even though such legislation be of a temporary character, and be it further

"*Resolved*, That to provide permanent relief to the American foreign trade we favor such legislation—whether by providing ship subsidies or otherwise—as will result in an adequate and permanent American merchant marine and such amendments to our present shipping laws as will remove such restrictions as prevent successful operation of American-owned vessels."

Besides adopting these resolutions, the association discussed at some length the attitude of Secretary Redfield, of the Department of Commerce, toward foreign steamship interests as outlined in his address at St. Louis last week, and heartily approved what he had to say.

The election of officers resulted as follows: Geo. D. Burgess, Russe & Burgess, Memphis, president; W. J. Eckman, Cincinnati, first vice-president; R. S. Huddleston, New Orleans, second vice-president; J. McD. Price, secretary; John L. Alcock, Baltimore, treasurer. Directors: Fred Arn, Chattanooga; G. A. Farber, London, Eng.; Chester F. Korn, Cincinnati, and Frank F. Fee, Dermott, Ark.

July 15 was set apart as lumber exporters' day at the Panama Pacific exposition, San Francisco. There is always a mid-summer meeting of the board of directors and, while it was not definitely decided, it is probable that this will be held at San Francisco on the day indicated. In addition to other subjects to be discussed at that time will be the selection of the place for the next regular annual of the association.

The report of the treasurer showed the association to be in good financial condition while that of Secretary Price showed a tendency toward increase in membership.

An executive session was held at the Hotel Gayoso late yesterday, after which the association adjourned.

The Banquet

The banquet at the Tennessee Club tendered by the local lumbermen was entirely informal but thoroughly enjoyable. W. H. Russe acted as toastmaster and was quite happy in the introduction of the various gentlemen called on for brief talks. C. P. J. Mooney, managing editor of the Memphis Commercial Appeal, was the principal speaker. He referred to the invasion of the lumbermen from the North about 1890 and said that their coming marked an epoch in the life of this city because they had proven good citizens and had stood for everything tending to advance honor, intelligence, good business and prosperity. Dealing with the situation growing out of the war in Europe, Mr. Mooney declared that the United States, without a merchant marine and with eighty-five per cent of its vast exports carried in foreign bottoms, was the most helpless country on the globe. He asserted that the United States must have a merchant marine and that, if it could not be obtained through subsidies or other means under present laws, then the laws ought to be changed so that the establishment of this great need would be an accomplished fact. He thought this the biggest question before Congress and that the people throughout the country ought to be awakenend to the need for this merchant marine. He urged every exporter and every lumberman present to take this subject up with their representatives and senators in Congress and said that it would be a good idea for them to get very close to those in the ordinary walks of life in order that an overwhelming sentiment might be created in favor of a government-owned or government-controlled or government-sanctioned merchant marine. He was loudly applauded because of his vigorous remarks on this subject, the most important to be handled at this meeting of the National Lumber Exporters' Association.

J. L. Alcock of Baltimore said that the National Lumber Exporters' Association was launched in his town just fifteen years ago and that ever since the members had worked in perfect harmony, had protected their interests in every way possible and had succeeded in establishing a high standard of fair dealing in both this country and Europe. He was not certain as to the best method of procedure in the creation of a merchant marine but he declared that the realization of one would be a long step in the direction of progress and prosperity for the people of the United States.

President Arn said that the association had a wonderful record of accomplishments back of it and that, while the situation at present had some discouraging features, this body of men was looking to the future which, he felt sure, had some good things in store for them. He also declared that this organization, although small in numbers, had always done what it had undertaken and that its members were not quitters but were steadfast in their purpose once they had tackled any problem. He expressed the thanks of the association for the entertainment accorded them here, saying that Memphis never did anything by halves.

S. B. Anderson, president of the Anderson-Tully Company, said that facilities for the shipment of our commodities were a most important factor and that the lumbermen and other exporters had found out that there was something needed besides making goods and efficiency in salesmanship. He thought that nothing should be left undone which would tend toward the establishment of a merchant marine and declared emphatically that lumber interests and others should hammer away on the proposition and not allow themselves to forget it for a moment. He also said that the subject should be taken up with our senators and representatives and that only such men should be sent to Congress as were broad enough to look at a proposition on its merits instead of from a political viewpoint. He did not believe it possible to establish a merchant marine in time now to accomplish much before the end of the European war but he urged that everything possible should be done to prevent the possibility of a repetition of the present paralysis in the event another war should come.

R. J. Darnell, Max Sondheimer, H. B. Anderson, T. R. Winfield, president of the Business Men's Club, all of Memphis, and Frank F. Fee, Dermott, Ark., Chester F. Korn, Cincinnati, and Geo. M. Spiegle, Philadelphia, were all called upon and responded in humorous vein.

Just before disbanding, Mr. Russe urged that the members of the National Lumber Exporters' Association seriously consider the question of making Memphis the permanent place for the annual meetings of this body. He argued that this would mean larger attendance and would be in the interest of the organization.

Decision in Southern Rate Case

In the matter of the investigation and suspension of advances in rates by carriers for the transportation of hardwood and other kinds of lumber and articles manufactured therefrom, from points in Arkansas, Louisiana, and other points to Memphis, St. Louis, Mo., and other points of destination, the Interstate Commerce Commission handed down its decision as follows:

The proposed increased rates north bound on hardwood and articles taking the same rates from the Southwest to various points of destination are found to be just and reasonable, with the following exceptions. (1) Rates which exceed the present rates on yellow pine lumber for the same hauls; (2) Rates from Group A which includes Cairo, Ill., and points from which the same rates apply, to Missouri River points and points taking the same rates or rates basing thereon, in so far as they exceed the present rates by more than two cents; and (3) Rates from certain points in southeastern Arkansas which would be affected by a proposed change in the present groups of origin to St. Louis, Mo., East St. Louis, Cairo, and Thebes, Ills., and Memphis, Tenn., and points taking the same rates or basing thereon, on so far as they exceed the present rates by more than two cents.

United States Woods in Glasgow

Glasgow, Scotland, has long been an important market for American woods. In addition to what is used there locally, it is a distributing point for a wide trade. The manufacture of American wood into tea boxes for the Chinese trade has been a feature of the Glasgow business for many years. A report of American timber exports to that city, during the year 1914, was recently published by Edmiston & Mitchells, timber merchants, of the Scotch metropolis. It was not a good export year for American woods. The summary at the close of December shows little demand for oak logs, but a fairly steady sale throughout the year for one-inch oak boards, though the demand for quartered oak has been disappointing. Wagon stock sold better toward the close of the year than earlier. Yellow poplar logs were a drug on the market, while there was sale for poplar lumber, but more for lower grades than for choice stock from eighteen to twenty-four inches wide. The business in sap gum (which in Scotland is called hazel pine) was fair, while the red heartwood (called satin walnut) was sold in small parcels only. Black walnut logs of medium quality sold for eighty cents to one dollar a cubic foot; and toward the close of the year the call became brisk for thick planks suitable for gunstocks. Wide cottonwood boards, of prime quality were in demand until late in the year when the decline in the furniture manufacturing business lessened the demand. Contracts have been entered into for delivery of ash logs next spring at prices ranging from sixty-two to sixty-eight cents a cubic foot.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B 850—Wants Market for Truck Poles

Hazleton, Ind., January 5.—Editor HARDWOOD RECORD: I expect to make a carload of truck poles if I can sell them at Chicago or at any place within equal shipping distance of Hazleton. The dimensions would be 3x3, 3x6x13 feet long. The writer formerly sold them to a Chicago firm which is now out of business, and would like to get in touch with other firms that would be in position to purchase this class of stock.

HARDWOOD RECORD has advised the above inquirer the names of a few Chicago concerns which might be interested in his product. Others interested, either in Chicago or in the specified territory, can have the information upon request.—EDITOR.

B 851—Wants to Buy Plain Oak Tie Siding and Cottonwood

Louisville, Ky., January 8.—Editor HARDWOOD RECORD: We want to buy one or two carloads of dry 4/4 1s and 2s plain oak all eight feet long, and would thank you if you could put us in touch with any concern that may have this material. Request delivered price on a Louisville rate. Also want some 5/4 1s and 2s cottonwood six to twelve inches wide.

Anyone desiring the name of this correspondent can have same upon application to HARDWOOD RECORD office.—EDITOR.

B 852—Wants to Sell Clear Birch Strips

Detroit, Mich., January 21.—Editor HARDWOOD RECORD: We would like to find a market for 4/4, 1½" to 2" clear birch strips, 8 to 16' long. We have several piles of this stock and are likely to add more from time to time, and for this reason would like to get in touch with manufacturers who might be interested in this material.

Kindly place this in your columns and advise us of your answers.

Anyone interested in this class of stock can have the address on inquiry by writing HARDWOOD RECORD. EDITOR.

Clubs and Associations

Program Hardwood Manufacturers' Convention

The program for the thirteenth annual convention of the Hardwood Manufacturers' Association of the United States, which is to be held at Hotel Sinton, Cincinnati, O., January 28 and 29, has been completed. Preparing the program this year, Secretary Weller has been fortunate in securing a combination of subjects of more than usual interest to lumbermen.

Secretary Weller announces that it is the wish of President Himmelberger that the meeting this year is made a general conference of lumbermen, and to this end an urgent invitation is extended to all interested in hardwood lumber to be present.

The program is as follows:

THURSDAY, JANUARY 28, 11 A. M.

Convention called to order by President J. H. Himmelberger.
Welcome for city of Cincinnati by the Honorable Frederick S. Spiegle, mayor of Cincinnati.
Welcome for lumbermen and Cincinnati by Alex. Schmidt, President Lumbermen's Club of Cincinnati.
Response on behalf of the association by W. B. Townsend, president of the Little River Lumber Company, Townsend, Tenn.
Annual address of the president, J. H. Himmelberger of Cape Girardeau, Mo.
Report of the treasurer.
Report of the secretary, W. H. Weller of Cincinnati, Ohio.
Appointment of committee on officers' report.
Appointment of committee on resolutions.
Appointment of committee on nomination.
Recess for luncheon.

THURSDAY AFTERNOON SESSION

Address—"Inter-Insurance," by Chas. F. Simonson of Chicago, manager of the National Lumber Manufacturers' Inter-Insurance Exchange.
Address—"Present Day Forest Problems," by H. S. Graves of Washington, D. C., chief of the Forestry Department.
Address—"Efficiency and Costs," by L. V. Estes, Chicago, president of L. V. Estes, Inc.

THURSDAY EVENING

Smoker and vaudeville entertainment at 8 o'clock in banquet hall on ninth floor as a compliment of the Hardwood Manufacturers' Association to its guests.

FRIDAY, JANUARY 29, 11 A. M.

Report of committee on officers' reports.
Address—"Federal Reserve Law," by the Honorable Robt. J. Bulkley, Washington, D. C., Congressman twenty-third district of Ohio, and member of the House committee on banking and currency.
Address—"Some Troubles of the Lumber Industry," by R. S. Kellog Chicago, secretary of the National Lumber Manufacturers' Association.
Address—"The Dependable Package," by F. C. Gifford, secretary of the National Association of Box Manufacturers, Chicago, Ill.
Vote on adoption of new constitution.
Report of committee on resolutions.
Report of committee on nominations.
Election of officers and executive board.
Election of state vice-presidents and directors..
Adjournment.

At Mr. Weller's request the details of the smoker will be handled by the entertainment committee of the Lumbermen's Club, and a large reception committee made up of prominent members of the club will also assist Mr. Weller in looking after the large number of guests, which is expected to reach fully 800.

The Lumbermen's Club of Cincinnati will establish headquarters adjoining the registration room where they will have on tap all kinds of entertainments for the visitors.

President J. H. Himmelberger addressed a very forceful open letter to the lumber trade on the first page of the bulletin, which letter deals mainly with the necessity for close cohesion in the ranks of lumbermen in anticipation of the fact that, with the cessation of the war, the American continent will be forced to supply the entire world with tremendous quantities of raw material, and that now is the time to prepare for it. The letter follows:

Cape Girardeau, Mo., January 20.—To Hardwood Lumbermen: We have just entered upon a new year; a year we all earnestly hope will inaugurate that period of increased business we have been so eagerly looking forward to.

But just what does 1915 hold in store for us?

The new year is ushered in by unusual circumstances that makes it unique—different from any in the recollection of the oldest lumbermen. The European war is the great, uncertain element. That unchristian catastrophe descended upon mankind just at a time when we were pushing our head out of the hole of commercial and financial depression.

As far as lumber is concerned it struck the industry quick and hard. It shut off our export outlet for surplus stock, and threw back on to the domestic market millions of feet of lumber that was pushed for sale.

We have recovered from the first shock, and the business is in a way readjusted on the new basis.

But just as the war was a shock and a costly setback, the peace that is to follow will swing the pendulum the other way. Europe will buy our lumber for reconstruction; she must buy from us. We should be ready for this demand.

How do you look at the future?

Have you given every angle of the situation full consideration?

To my mind lumbermen must mobolize for action. They must come together into a harmonious unit for consideration of these highly important problems.

As president of the Hardwood Manufacturers' Association of the United States, I therefore extend you a personal invitation to attend our annual meeting, to be held at Hotel Sinton, Cincinnati, January 28 and 29. Let us all come together and talk it over. Our sessions are open to non-members as well as to members, and we will welcome your participation.

To my mind this meeting offers an exceptional opportunity for hardwood lumbermen—an opportunity they cannot afford to miss.

Looking forward to a personal greeting at Cincinnati, I am

Very truly yours,
JOHN H. HIMMELBERGER, president.

R. S. Kellogg Receives Appreciative Letter from Members of His Former Association

At a meeting of the officers, chairmen of committees, bureau of grades and directors of the Northern Hemlock and Hardwood Manufacturers' Association held at Green Bay, January 7, the following letter was written to R. S. Kellogg in answer to his letter of resignation:

Dear Mr. Kellogg: It is with great regret that we acknowledge receipt of your resignation as secretary of this association. Knowing as we do that this action on your part is solely on account of your being called upon to accept a similar position with the National Lumber Manufacturers' Association, with which we are affiliated, we feel that in accepting your resignation we are not depriving ourselves entirely of your services.

Every member of our association realizes and appreciates the good work you, as our secretary, have put forward in behalf of the northern lumber manufacturers. The results indicate that you have not spared yourself in the energy, ability and enthusiastic effort with which you have carried on the business of your office, and we know that the same earnest effort will characterize and make successful your conduct of your new position.

In accepting your resignation, we express the sentiment of every member of our association in wishing you continued success in your new position, and in assuring you of our co-operation in whatever you may undertake for the benefit of the lumber industry.

Wholesalers Hold Annual

The Philadelphia Wholesale Lumber Dealers' Association held its annual meeting and banquet at the Union League, January 14. Following the banquet the meeting was called to order by President Ralph Souder, and routine business transacted. The following officers were elected to serve for 1915: William T. Betts, president; J. Randall Williams, Jr., vice-president; Thomas B. Hammer, secretary and treasurer. New directors, Charles Atherton and John W. Coles. J. Randall Williams, Jr., was re-elected. Forty-three members and guests were present.

Monthly Meeting Philadelphia Exchange

The Philadelphia Lumbermen's Exchange held its regular monthly meeting January 7, President William H. Fritz in the chair. At this meeting an invitation was received from the American Forestry Association to send delegates to the annual meeting to be held in the Woolworth building, New York, January 11. J. Randall Williams, Jr., Frederick S. Underhill and Robert C. Lippincott, of the advisory board representing the

exchange, were requested to attend in behalf of the exchange. After routine business was transacted Charles M. Chesnut, chairman of the committee appointed to represent the exchange at the annual meeting of the National Rivers and Harbors Congress, held in Washington, D. C., December 9, 10 and 11, read an elaborate report on the work accomplished and in contemplation by this body. Interesting and emphatic speeches were made by numerous senators and merchants on the subject in question and various points of interest were discussed.

Great Importance of National Chamber of Commerce Shown in Program of Meeting

At this crucial time, when business is facing a situation unique in the world's history, commercial leaders are looking forward to the meeting of the Chamber of Commerce of the United States, in Washington, D. C., beginning February 3, as the greatest and most significant gathering of business men during the year. There are already indications of a record-breaking attendance.

What President Wilson will have to say when he addresses the convention will be awaited with particular expectancy, as it is anticipated his speech will definitely outline the general attitude of the present administration toward business after the passage of the tariff and business regulatory legislation. His speech will mark one of the few occasions when the President has taken an opportunity to go direct to the business men of the country, and it is generally supposed he will take this opportunity for a vigorous discussion of the commercial crisis which the United States is now facing. Undoubtedly, there will be a strong exposition of the legislation enacted during his administration, with possibly a definite outline of what the President has in mind for the future.

The foreign trade situation will be dealt with at length by both the Secretary of State and the Secretary of Commerce. With the present agitation and encouragement at zenith for American business men to seek new fields, Mr. Bryan and Mr. Redfield will have messages of unusual import. There will be brought out the vital question of the attitude of the administration in backing up American investors in foreign countries in case of difficulties. Secretary Redfield will deal with the general development of the foreign trade and his presentation will be ably supported by Dr. Edward E. Pratt, Chief of the Bureau of Foreign and Domestic Commerce, and other prominent speakers on different phases of the subject, such as Latin-American and Oriental commerce.

Discussion of the relation of the federal reserve act to trade expansion will be lead by Samuel McRoberts, vice-president of the National City Bank of New York. Following this will come a report of the foreign trade committee of the Chamber of Commerce of the United States, in favor of permitting a greater degree of combination for development of foreign trade.

The biggest question affecting business before the present session of Congress—an American merchant marine—will be dealt with by Secretary McAdoo. He will voice the administration sentiment and another speaker will be heard on the other side. Supplementary to the discussion will be the report of the Chamber of Commerce committee on merchant marine.

Interest will center on new business legislation. Charles H. Hamlin, governor of the Federal Reserve Board, will give additional interpretation to the new reserve system and its relation to commercial development. Joseph E. Davies, Commissioner of Corporations, who has an excellent idea of the scope and possibilities of the Federal Trade Commission, will explain the act which will soon become so vital a part of the nation's business.

Inasmuch as the Chamber of Commerce of the United States stands in somewhat the same relation to the chambers of commerce throughout the land that the federal government does to the states, the message of President Fahey representing the organization will have decidedly more than passing interest, in these war times, for the assembled officials and delegates who will come from all parts of the country to learn his views.

In announcing the program Elliot H. Goodwin, the general secretary, said there would be reports of important committees, dealing with the maintenance of resale prices and with uniform food and drug regulations. According to Mr. Goodwin, there will be special consideration of methods of upbuilding commercial organizations.

The meeting will begin on the morning of Wednesday, February 3, and will last through Thursday and Friday. All sessions will be held at the New Willard hotel. President Wilson will speak at the dinner Thursday evening.

Memphis Club Installs Officers

One of the most enjoyable meetings in the history of the Lumbermen's Club of Memphis was that held at the Hotel Gayoso, Friday evening, January 15. Most of the members of the club were present and, in addition thereto, there were a number of guests, including Edgar Watkings, special examiner of the Interstate Commerce Commission, J. R. Walker and Luther Walter, attorneys for the Southern Hardwood Traffic Association, a number of railroad men and a great many of the delegates to the annual of the Gum Lumber Manufacturers' Association held here January 16. A splendid dinner was served. The regular routine business of the club was transacted and the newly elected officers and directors were installed. The president and secretary-treasurer submitted their annual reports. Immediately after President-elect Kadel was inducted into office he read the appointment of standing committees for the current year.

President Kadel, in assuming the chair, said that he was not going to make a long speech. He declared that he and the other officers of the club would hold themselves in readiness to do the bidding of the organization.

H. B. Anderson, secretary of the Anderson-Tully Company and W. R. Brown of the Eddy B. Brown Lumber Company, were elected to active membership.

Announcement was made that an invitation has been received for every member of the club to attend the annual of the Hardwood Manufacturers' Association of the United States to be held at Cincinnati January 28 and 29.

It was decided at this meeting to extend an invitation to the National Hardwood Lumber Association to hold its next annual in Memphis. Max Sondheimer said he thought it alright to extend the invitation but that there was no chance of getting it as long as Memphis was dry.

Secretary-treasurer Kadel, in his report, showed that the club had paid every obligation during the past year out of the funds in the hands of that organization, that it did not owe a dollar, and that it had a small cash balance on hand.

President Allen said in his annual report that he was overcome by the responsibilities of this position when he assumed the presidency of the club but assured every member that no one need have such fears because of the ready manner in which everyone belonging to that body aided the president and all of the other officers in the discharge of their duties. President Allen was particularly emphatic in his appreciation of the splendid services rendered by Secretary Kadel during the past year and expressed pleasure that the club had recognized his ability by elevating him to the highest office in its gift. He detailed the splendid manner in which all of the standing committees had handled the work intrusted to them during the year and congratulated the club upon having such excellent material from which to select its standing committeemen. He showed that there has been a net gain of five members during the year, twenty-one having been elected, one having been removed by death and fifteen by resignation or suspension. He further showed that the total membership was 160, there being 143 active, 14 associate and 3 honorary. As to the accomplishments of the year, he referred to the completion and furnishing of the rooms in the Business Men's Club occupied by the Lumbermen's Club of Memphis as permanent headquarters. He said that this had involved an expenditure of more than $1,000 but that it had, like all other obligations, been paid from the treasury without the necessity of any assistance whatever during the year. He also said that it was his personal ambition, on becoming president, to see the establishment of a surplus fund for entertaining conventions and other bodies and he hoped that it would be possible to witness the accomplishment of this in the future.

President Allen recommended that there be a change in the constitution, exempting the president of the club from the payment of dues during his term of office, and providing for the payment of a small compensation to the secretary. He also recommended that Robert's Rules of Order be adopted as the official guide of the organization in its parliamentary procedure. He said that he had been requested to make recommendations covering changes in connection with the election of the president of the club but that he was not in position to handle the matter intelligently and preferred that it should be taken up later after it had been given more mature consideration.

President Allen referred to the very serious depression which had overtaken the lumber industry during the past few months. He said that the members had fought a good fight and he expressed the hope that the members would soon recover from the ill effects they had suffered.

President Allen was profuse in his thanks to the officers and directors who had so ably coöperated with him during the past year and he also expressed his warm gratitude to the members of the organization for their uniform and unfailing courtesy as well as their assistance on every possible occasion.

On the conclusion of President Allen's address and the surrendering of the chair to his successor, President Kadel appointed a committee of five consisting of J. W. Dickson, J. D. Allen, C. R. Tustin, C. C. Lattaner and L. W. Ford to go over these recommendations and make report to the club.

Edgar Watkins made a brief talk which was very much enjoyed. He exploded the idea that the man who had a position with the United States government had an easy thing. He declared that his employer demanded longer hours and paid less for the work than any other in existence. He said that he was anxious to get away from rate matters because they occupied the biggest part of his time. He discovered the fact that there were a number of railroad men and lumbermen present who had given him a great deal of trouble in the past few days and said that if he had any malice in his heart he would get even with them by talking for two and a half hours. He referred to J. R. Walker as exhibit number one and Luther Walter, who he said had a tap line from his home in Chicago to one of the big breweries there, as exhibit number two. He said he occasionally asked questions during hearings in rate cases and it occurred to him to ask several questions just now. One which seemed to trouble him a great deal at first was why the Lumbermen's Club of Memphis

coupled its law and insurance committee but declared that, after seeing the lawyers of the club employed, he supposed that the insurance was against burglary. He commended the club very heartily for its action in appropriating $500 for the relief of the Belgians. In conclusion, he thought that every member of the club had a great deal to be thankful for and that one of the chief things of all was that a man of such commanding ability was at the head of the nation.

J. R. Walker said that he did not want to talk about rates and that he had not yet descended to the plane where he was willing to tell a Ford joke and sit down. He related the circumstances of the Arkansas lawyer who met a member of the same profession from New England at one of the meetings of the American Bar Association. He said that later this New England lawyer wrote his friend in the Rackensack state and set forth that he was an honest lawyer and also a Republican and wished to practice his profession there. The Arkansas man urged him to come ahead, declaring that, if he was honest, he would have no competition, and that, if he was a Republican, the game laws would probably protect him.

C. L. Harrison, president of the Gum Lumber Manufacturers' Association, declared that he was inspired by the presence of such a large body of representative lumbermen. He said that the Lumbermen's Club of Memphis and the Southern Hardwood Traffic Association were the most successful organizations of their kind in existence. He very highly praised the spirit of coöperation shown by the members of these organizations and said that it was an inspiration to the Gum Lumber Manufacturers' Association to push forward with all possible vigor in its efforts to carry out its work of boosting red gum, which, he said, had now ceased to be "America's finest hardwood and had become America's finest cabinet wood," with no one to say "Nay" to this slogan. He thanked the Lumbermen's Club on behalf of the association for the invitation to be present and for the spirit of good fellowship shown, and concluded by asking every member of the club to attend the annual of the Gum Lumber Manufacturers' Association on the morrow.

Luther M. Walter declared that he owed much to the lumbermen in various ways and particularly in gratitude and friendly feeling. He said that there was nothing new in rate cases but advances and that these latter were without end. He explained the attitude of the Interstate Commerce Commission in its relations to both carriers and shippers and said that it had no interest beyond weighing every possible consideration and doing justice to both. He said everything in regard to rate matters was turned over to seven men, mostly human (except when we lose), and that both the railroads and the shippers were disposed to criticise this body. He declared that rate subjects had to be taken up from many angles and that the cards must all be on the table subject to the application of such rules as are recognized in transportation. He thought that both the railroads and shippers should abide by the decisions of the commission. He declared that pressure was being brought to bear on this body from some source and that this was done at the instigation of somebody who had a vast amount of money to spend. He thought this effort to exert outside influence on the commission was the most serious problem confronting the shippers in this country. He referred to the father who gave his sons packages of switches with the request that they break them and used this as an illustration of the necessity for coöperation and unity of action on the part of shippers throughout the country. He declared that as long as the lumbermen had their clubs and organizations and all of them pulled together they would be able to secure their just deserts.

Brief talks were made by James Boyd, New Orleans, E. H. Defebaugh and Bolling Arthur Johnson, both of Chicago.

HENRY S. HOLDEN, HARDWOOD MILLS LUMBER COMPANY, CHICAGO

Substitute Material Men Behind S-A-F-E

Secretary J. E. Rhodes, who has just resigned from the National Lumber Manufacturers' Association, sent out before his resignation a letter received by him which attempted to explain the purpose of the so-called Society Advocating Fire Elimination, which was organized some time ago at Cleveland. The letter pleaded for the support of Mr. Rhodes and then gave a list of membership behind it purporting to substantiate its claims that the association is bona fide and made up of the best people. The following list will give pretty conclusive evidence as to who are advocating those laws which make fat pocketbooks for brick, cement and other patent material manufacturers, but which do not accomplish the end reported to be desired, namely, the elimination of fire:

MEMBERS OF THE S.A.F.E.

Farr Brick Company, Cuyahoga Builders' Supply Company, Cuyahoga Brick & Shale Company, Barkwill Brick Company, Hydraulic Press Brick Company, Queisser-Bliss Company, Ohio Clay Company, Kelly Island Lime & Transport Company, Cleveland Stone Company, E. T. Hauserman Company, Sandusky Portland Cement Company, Ludowici Celadon Company, Rust & Thrasher Company, Lakewood Masons' Supply Company, Cleveland Builders' Supply Company, Camp Conduit Company, Cleveland Brick Sales Company, Robert L. Beck, Lake Erie Builders' Supply Company, Donley Bros. Company, Geist Cement Products Company, United States Gypsum Company, Van Dorn Iron Works Company, Cleveland Macadam Company, National Plasterboard Company, Ohio Quarries Company, C. O. Bartlett-Snow Company, all of Cleveland; Berger Manufacturing Company, Canton, O.; Belden Brick Company, Canton, O.; Keystone Clay Products Company, Greensburgh, Pa.; The Carbon Brick Company, Pittsburgh, Pa.; Fallston Fire Clay Company, Pittsburgh, Pa.; Everhard Company, Massillon, O.; Robinson Clay Products Company, Akron, O.; Bostwick Steel Lath Company, Niles, O.; Garry Iron & Steel Company, Niles, O.; Wadsworth Brick & Tile Company, Wadsworth, O.; Wellington Machine Company, Wellington, O.; Claycraft Brick Company, Columbus, O.; American Cement Plaster Company, Columbus, O.; Pyrano Process Company, Columbus, O.; Iron Clay Brick Company, Columbus, O.; Beaver Clay Manufacturing Company, New Galilee, Pa.; American Gypsum Company, Port Clinton, O.; Crescent Portland Cement Company, Wampum, Pa.; General Fireproofing Company, Youngstown, O.; Toronto Fire Clay Company, Toronto, O.; Northwestern Expanded Metal Company, Chicago, Ill.; Hinde Brick & Tile Company, Sandusky, O.; Alliance Clay Products Company, Alliance, O.; Reynolds Asphalt Shingle Company, Grand Rapids, Mich.; Excelsior Fire Clay Company, Lisbon, O.; Colonial Pressed Brick Company, Mogadore, O.; Lehigh Portland Cement Company, Allentown, Pa.; Newton Brick Company, Albany, N. Y.; G. B. Mentz Company, Wallkill, N. Y.; France Stone Company, Toledo, O.

National Hardwood Lumber Association Sets Date for Next Annual Convention

The board of managers of the National Hardwood Lumber Association held its regular semi-annual meeting at the executive headquarters, Chicago, on Tuesday, January 19. Among matters coming before the board for discussion was the selection of the time and place for holding the eighteenth annual convention. Requests for consideration had been received from a number of large hardwood markets of the country and all of them were given due consideration. However, by a unanimous vote Chicago was selected and the time fixed for Thursday and Friday, June 10-11. The hotel at which the convention headquarters will be located will be announced at a later date.

Authoritative Information on Canadian Competition

H. D. Langille of Portland, Ore., one of the foremost lumbermen of the Northwest, has a remarkable article in the *American Forestry Magazine* for February on Canadian Competition in the Lumber Industry. Unusually well informed regarding trade conditions, Mr. Langille is particularly well fitted to write a sound, practical article on this topic, and he discusses the situation in a forceful manner. His article, which was prepared after extensive inquiry and investigation, is a most valuable contribution to lumber trade literature and is one which every lumberman and timberland owner should not only read but should keep on file for reference. The facts and figures compiled by Mr. Langille are to be had in no other form without painstaking investigation. This article is another in the series regarding lumber conditions which *American Forestry Magazine* has recently been printing.

Stave Dealers Plan Campaign Against Substitutes

Members of the National Tight Barrel Stave Manufacturers' Association decided on a policy at the recent convention at the Hotel Gayoso, Memphis, whereby a campaign of scientific co-operation between the stave makers, members of the Tight Cooperage Association and users of tight barrels will be launched. In connection with this co-operation a campaign of education in favor of wooden barrels will be carried on, aiming at showing the advantages in using them in preference to steel containers.

With the Trade

Henry S. Holden Goes With Chicago Firm

Henry S. Holden, who for twenty years has been operating in Grand Rapids, Mich., in the veneer business under the style of the Henry S. Holden Veneer Company, closed out his business a few weeks ago and is now located with the Hardwood Mills Lumber Company, Monadnock building, Chicago, as manager of the veneer department.

Mr. Holden, whose photograph is shown herewith, is one of the oldest veneer men in the trade and has an unusually wide acquaintance all over the country. He has made a marked success in the veneer business in the past and his acquisition by the Hardwood Mills Lumber Company is a step which cannot but be distinctly profitable to that organization.

Richey, Halsted & Quick Open Detroit Office

HARDWOOD RECORD is in receipt of an announcement from Richey, Halsted & Quick of Cincinnati that owing to the desire to provide for the greater convenience of customers and for more prompt handling of the increasing business, the company will open a branch office on February 1 in suite 1252 David Whitney building, Detroit. Mr. Halsted will main

MILL AND GENERAL LAYOUT OF THE HIGHLAND LUMBER COMPANY, SETH, W. VA.

tain his headquarters at Detroit and at that point can be immediately reached by customers in Michigan and northern Ohio.

W. T. Culver Has Varied Interests

W. T. Culver, general manager of the Stearns Salt and Lumber Company, Ludington, Mich., and vice-president of the Michigan Hardwood Manufacturers' Association, has recently taken a mild whirl at the political game. He has announced himself as a candidate for the office of regent of the University of Michigan. By training and inclination Mr. Culver is peculiarly fitted for the office, and having a wide personal and business acquaintance throughout the state, his chance for election is mighty good.

Lewis Doster Joins Atkins' Ranks

Lewis Doster, formerly secretary of the Hardwood Manufacturers' Association of the United States, has accepted the position of assistant general sales manager of E. C. Atkins & Co., Inc., saw manufacturers of Indianapolis, Ind. Mr. Doster has been connected with lumber manufacturing since the beginning of his business career, and accepted the position of secretary of the Hardwood Manufacturers' Association six or seven years ago, and continued in that capacity up to two years ago when he resigned the secretaryship and has since been handling various enterprises directly connected with the lumber field, keeping him in constant touch with the lumber manufacturers.

As a consequence of this and his identity with the Hardwood Manufacturers' Association, he occupies a strikingly strong position in the handling of the Atkins' products. In addition to having an intimate and wide acquaintance he has a close knowledge of the workings of the business.

Mr. Doster's headquarters will be with the main office in Indianapolis, but he will naturally spend most of his time among the mills throughout the United States.

N. A. Gladding, general sales manager of the Atkins company, is indeed fortunate in securing the services of a man who is so uniquely qualified to carry on this work. HARDWOOD RECORD wishes Mr. Doster every success in his new field of endeavor.

C. M. Crawford Dies

On Sunday, January 10, C. M. Crawford, vice-president and treasurer of the Yellow Poplar Lumber Company, Coal Grove, O., died after a long illness. Hard work and insufficient rest brought on a state of ill health which he had been fighting for a long time. Mr. Crawford was just about to start for Battle Creek, Mich., when a period of reaction set in, which he did not recover from.

Mr. Crawford had been president of the company, prior to his position at the time of his death, for seven years. He was born at New Castle, Pa., and when he died was fifty-five years of age. His first step in the lumber business took place at New Castle, where he was associated with his father in the retail end of the trade. In 1899 he located at Coal Grove, accepting the position of general manager of the Yellow Poplar Lumber Company. F. C. Fisher was president at that time, but at his death eight years ago Mr. Crawford was installed in his place. Mr. Crawford's son, W. A. Crawford, is now secretary of the company.

Mr. Crawford was one of the best-known and most popular large hardwood manufacturers in the South. He had been connected with the Hardwood Manufacturers' Association as treasurer since the organization of that body twelve years ago. He also took prominent part in all affairs of this association, in fact was considered a leading figure in that work as well as other efforts pertaining to the hardwood business.

Mr. Crawford leaves a widow and three children and a sister in Pittsburgh. The funeral was held at Coal Grove and interment was made at New Castle, Pa.

The Highland Lumber Company

The Highland Lumber Company, Inc., of Scranton and Philadelphia, Pa., was organized in 1913 to acquire timber and timberland, to manufacture lumber and other wood products, and to develop the other natural resources on its properties. The company owns in fee 21,000 acres of choice hardwood timberland and owns the timber on 9,000 additional acres, in Highland and Bath counties, Virginia. It has also contracted for all the timber on 31,800 acres in Boone county, West Virginia, and has a long-time lease on one of the largest and most modern and efficient sawmills in West Virginia, located at Seth, Boone county, and is successfully operating this mill, producing an average of 70,000 feet of lumber per day. Photograph of the mill and general layout of the whole operation at Seth is shown on this page.

The Highland Lumber Company is preparing to erect two large mills on its Virginia lands and to construct a standard gauge railroad connecting these mills and properties with the Chesapeake & Ohio railroad. The mills on the Virginia and West Virginia properties manufacture white oak, red oak, poplar, chestnut, pine, hemlock, ash, walnut and miscellaneous woods, the bulk of the timber being white oak.

The company has a capital stock of $1,000,000, the officers being: W. L. Connell, president; J. K. Griffith, vice-president; George Houck, second vice-president and general manager; C. Paul Hagenlocher, third vice-president; T. J. Foster, treasurer, David Cottle, secretary.

The company's operations are ideally located both as to timber and transportation. It has recently purchased from the Lackawanna Coal & Lumber Company its entire logging equipment with which it will operate the lumber business formerly operated by the Lackawanna Coal & Lumber Company in Boone county, West Virginia. It has leased from the Lackawanna company its double band sawmill and entire property con-

W. T. CULVER, LUDINGTON, MICH.

LEWIS DOSTER, INDIANAPOLIS, IND.

THE LATE C. M. CRAWFORD, COAL GROVE, OHIO

nected with the Seth operation. Arrangements have been made to bring the logs to the mill over the Laurel Creek railroad, which is owned by the Lackawanna Coal & Lumber Company. This road connects at Seth with the Coal river branch of the Chesapeake & Ohio railroad, thus affording excellent shipping facilities for sawed lumber and other products of the mill.

The standing timber on the company's 30,000 acres in Highland and Bath counties, Virginia, has been conservatively estimated to average 10,000 feet board measure to the acre, eighty-five per cent of which is oak, white pine and poplar. The two mills which the company will erect on its Virginia properties will each have a capacity of 75,000 feet of sawed lumber a day and will be modern in every respect, being patterned after the Seth plant. The extreme southern end of the company's timber is fourteen miles from the main line of the Chesapeake & Ohio railroad at Milboro, Va., and the Highland company will construct a standard gauge railroad twenty miles in length, beginning at a connection with the Chesapeake & Ohio and extending north to the lower end of the property and thence through the valley of the Cow Pasture river to the vicinity of Williamsville.

The Men Who Sell Stearns Lumber

On this page is shown a group photograph of the six men who are responsible for the remarkable volume of business done by the Stearns Salt and Lumber Company, Ludington, Mich., during the past year. As stated in a recent issue of HARDWOOD RECORD, the business of this company has kept up in remarkable shape, and in fact the payroll was increased during 1914.

The picture was taken in front of the home office at Ludington while the boys were in for a conference on plans for the new year. The camera did not record anything that resembled worry as showing on their faces, which is quite natural, as they just closed a good year and are looking forward to excellent business during 1915.

The men are, from left to right: E. P. Grignon, H. L. Randall, W. H. Morse, J. D. Rounds, J. E. Dewey, A. W. Wasey, H. W. Bates, and B. I. Warner.

GROUP OF THE STEARNS SALT & LUMBER COMPANY SALESMEN

Later Report on Camden Fire

As a result of a more thorough investigation it has been ascertained that the recent disastrous fire which visited C. B. Coles & Sons Company, Camden, N. J., was confined to mill and portion of the yard lying between the Delaware river and Front street. The total insurance carried on the mill and wharf, etc., is $77,350 and on lumber in the new yard $20,000, a total of $97,350. In addition to the old line companies the following insurance companies are interested with amounts of their risks: Lumber Mutual Insurance Company, Boston, $7,000; Pennsylvania Lumbermen's Mutual Insurance Company, Philadelphia, $9,000; Lumbermen's Mutual Insurance Company, Mansfield, Ohio, $8,000; Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind., $6,500; Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio, $6,500; Lumber Insurance Company, New York, $8,000; Toledo Fire Marine Insurance Company, $2,500; Lumber Underwriters, New York, $6,000; Mill Owners' Mutual Insurance Company, Iowa, $4,500; Pennsylvania Millers' Insurance Company, $4,500; Grain Dealers' Mutual Insurance Company, Indianapolis, Ind., $4,500. The losses are said to be practically those of insurance. The Charles Este Company states that it has not arrived at any settlement as yet as to insurance, but has always made it a rule to carry insurance full up to stock.

Montgomery Lounge Company Gives Banquet to Employes

The Montgomery Lounge Company, Montgomery, Pa., has just advised HARDWOOD RECORD that during the early part of the month it tendered the regular annual banquet to all salesmen and factory employes, at the Houston hotel, Montgomery. The employes, in a formal expression of their sentiments, promised to make 1915 the banner year in production in the history of the company.

An orchestra composed of some of the factory employes furnished a fine line of selections which helped to liven the occasion.

F. M. Cutsinger to Absorb Interests of the Late Bedna Young

HARDWOOD RECORD has been advised by F. M. Cutsinger of Evansville, Ind., that owing to the death of Bedna Young of the firm of Young & Cutsinger, hardwood manufacturers of Evansville, the business will be succeeded by F. M. Cutsinger and will be conducted along similar lines as heretofore. Young & Cutsinger have made a country-wide reputation for the excellence of their quartered oak, on the manufacture of which they have concentrated their attention for years. It is expected that Mr. Cutsinger will continue this policy.

George H. Foster Dead

George H. Foster, prominent as lumber manufacturer and for years connected with the Wisconsin trade, died at his home in Oshkosh, January 8. Mr. Foster was fifty-two years old at the time of his death. He was a member of the police and fire board of Oshkosh and was prominently connected in other ways with the local civic affairs. Mr. Foster had been unconscious for the greater part of the week preceding his death and had been in bed for two weeks. He is survived by a widow and son, Carlton.

John Oelhafen Company Incorporated

The John Oelhafen Company of Tomahawk, Wis., has filed articles of incorporation with the Register of Deeds at Merrill, Wis. The capital stock of the company is set at $100,000 to do a general real estate and mercantile business and operate its own saw and other woodworking mills. The incorporators are John Oelhafen, Andrew Oelhafen and Edward E. Sein.

Employe Awarded $3,000 Verdict

In the case of George Smith vs. the Sagola Lumber Company, Iron Mountain, Mich., the jury, after nine hours debate, handed in a verdict allowing Smith $3,000 as compensation for the loss of one of his legs below the knee by being run over on the logging railroad operated by the Sagola Lumber Company.

Milne, Hall & Johns Company, Inc., Starter

HARDWOOD RECORD was advised on January 15 that the Milne, Hall & Jones Company, Inc., has been incorporated in the state of New York. The personnel of the company consists of A. N. Milne, president, P. M. Hall, secretary-treasurer, W. E. Johns, vice-president and general manager. The offices of the company will be in Cincinnati, O., and New York City. For the present the company will handle wholesale southern hardwoods, cypress, white pine and will specialize in oak and ash.

Messrs. Milne and Hall are connected with the present Milne Lumber & Manufacturing Company, Grand Central Terminal building, New York City, and W. E. Johns was formerly of the Johns, Mowbray, Nelson Company of Cincinnati.

The general business of the company will be transacted from the Cincinnati office—that is all the buying and selling—the financial end only being taken care of at the New York City office, which will be in the Grand Central Terminal building.

The company opened offices at 805-806 Gerke building, Cincinnati, on January 18, and the firm is already doing a fair share of business.

The Milne Lumber & Manufacturing Company in New York City is in no way affected by this new incorporation, the two companies being entirely separate.

A Remarkable Car of Cherry

Cherry has been so extensively manufactured in the past that any quantity of this stock in exceptional sizes and of exceptional quality is rarely seen now, as the best of the timber has been sawed and marketed long ago.

HARDWOOD RECORD has recently learned, however, that a car of this stock has been brought to the attention of a few large buyers, and had the actual figures not been available it would have been difficult to believe that the description of the stock was correct.

The lumber is estimated to fill about a good sized car and is made up of 5/4 1s and 2s cherry, seventy per cent 1s, and averages 14½ inches wide. This lumber has been in possession of the man who now owns it for several years and is the accumulation of selections of stock received during the last seven or eight seasons. It has been on sticks for four and a half years and as a consequence is of exceptional dryness, which makes it even more unusual.

HARDWOOD RECORD is not running this notice as an advertisement for the man who owns this stock, but simply because the lumber presents such unusual qualities that HARDWOOD RECORD considers the trade might be interested in knowing that this kind of cherry still does exist, even though in small quantities. John Halfpenny, Commercial Trust building, Philadelphia, is the fortunate possessor of this lumber. It might be added that [illegible] this notice.

Receiver Asked for Hamilton H. Salmon & Co.

A petition in bankruptcy has been filed in Brooklyn against Hamilton H. Salmon & Co., wholesale hardwoods, 88 Wall street, New York City. The petition is signed by three large down-town banks with claims of $37,517, $5,237, and $4,115. The concern conducted a branch office and yard at Buffalo. Besides the lumber department, the company imported Chinese and Japanese straw braid and dealt in potash. The business was started in 1881.

German Lumberman War Victim

Hardwood Record is in receipt of a letter from Richard Koeller, selling agent for American hardwoods, located at Hamburg, Germany. The letter is dated December 30 and tells of the death of Fritz Hahn on December 19. Mr. Hahn was connected with this firm and responded to the call of the colors as first-lieutenant, being later promoted to the rank of captain. He was a partner of the firm of Richard Koeller & Co., Duesseldorf, Germany. He was thirty-eight years old and is survived by his wife and two children.

The death of Mr. Hahn will in no way interfere with the business at Duesseldorf, which will henceforth be carried on as a branch of the Hamburg concern under the new style of Richard Koeller.

Lawrence & Wiggin Partnership Dissolved

Lawrence & Wiggin, 70 Kilby street, Boston, Mass., announce under date January 18 that the partnership heretofore existing between Frank W. Lawrence and Harry H. Wiggin, both of Boston, doing business under the firm name of Lawrence & Wiggin, has been mutually dissolved, Mr. Lawrence retiring from the firm.

Mr. Wiggin assumes all the obligations of the firm and all outstanding accounts. He will continue the business personally under the firm name as heretofore.

Pertinent Information

Advances on Yellow Pine for February

The yellow pine trade will be interested in the notice that on February 3, 1915, on ten days' notice by the railroads, advances will go into effect increasing the rate on lumber from the South to Chicago territory one-half cent. Effective on this date the railroads operating in Central Freight Association territory, which is embraced in the line between Buffalo and Pittsburgh, and from the Ohio river north to the Canadian boundary, have agreed to advance rate on lumber by any amount equal to five per cent of the rate factor within the Central Freight Association territory. Thus yellow pine rates either east or west of the river will be increased from 24 or 26 cents to 24.5 or 26.5 cents, this half cent advance being five per cent of the rate from Cairo or Thebes to the Chicago territory. Similar advances will apply to other points in the above mentioned territory.

Rates to points east of the Buffalo-Pittsburgh territory, that is to Trunk Line territory, will be similarly advanced on March 1. All of the above rates will go into effect with but ten days' notice to the public in place of the usual thirty days' notice.

Also on shipments moving from the South through Evansville, Thebes or St. Louis on combination rates, the Chicago & Eastern Illinois now has in effect and probably will have until February 3, the old rate of 10 and 8 cents to Chicago territory while other lines have in effect the advanced rate of 10.5 and 8.5 cents.

Hickory Inquiries from Denmark

An unusual number of inquiries for hickory logs recently reached England from Denmark, but the holders of this wood became suspicious that it would be sent to Germany from Denmark, and the matter was referred to the British Board of Trade. The answer was that the English holders of hickory must be certain that the wood is not intended for Germany; otherwise, it must not be exported. This proves again that hickory is entitled to its name, "the indispensable wood." It is native of America only, and even when planted in other countries it has never grown successfully. No intimation is given as to what particular war use it may be wanted for; but it is the best handle wood in the world.

Molding Exports to England

Picture frames are said to be in demand in England on account of cessation of supplies from the continent. Molding imports into the United Kingdom exceed $1,000,000 annually, of which only $40,000 worth comes from the United States.

Fruit Shipped in Sawdust

California vineyardists shipped Red Emperor grapes for the Christmas trade to the value of $400,000. They were packed in kiln-dried redwood sawdust and the experiment was wholly successful. The packing was tried after being recommended by the United States Department of Agriculture, which had carried out experiments in sawdust packing. It is said that next season California pears will be packed in the same manner. The shipments of grapes were made in wooden drums, about 200,000 of which went to New York alone, some being disposed of in that city, and others distributed to surrounding markets. The drums and packing cost about eighty-five cents a drum f. o. b. California, leaving the vineyardists $1.40. These grapes have practically driven the Almeria grapes of Spain out of the American market.

The Gunstock Question in England

The London *Timber Trades Journal* says that large supplies of American walnut have been in demand of late for providing stocks for the very large number of rifles that are being turned out by the small arm manufacturers, and it has been suggested that a trial should be given to several colonial woods, which are said to be equally fitted for the purpose and besides can be obtained at a much lower price than the American-grown wood. It was formerly thought that English, French, or Italian walnuts were the only woods that could be used; but with a partial exhaustion of these supplies the American variety was brought into use. That, too, at any rate in the good grades, is becoming scarce and expensive, and it appears to be a favorable opportunity for the authorities to test some of these fine woods which the colonies are desirous of supplying.

Hardwood News Notes

MISCELLANEOUS

The Starr Carriage Company, Huntingburg, Ind., has filed a notice of dissolution.

The Phelps & Lyddon Company, Rochester, N. Y., has become an involuntary bankrupt.

The Laurel River Logging Company, Asheville, N. C., has been placed in receivers' hands.

The Full More Motor Truck Company has been incorporated at Augusta, Me., with $500,000.

At Auburn, N. Y., the Wegman Piano Company is in the hands of James M. Knapp, receiver.

The Meyers Stave Corporation has been started at Salem, Va., with $15,000 capital stock.

The Straube Piano Company has been incorporated at Hammond, Ind., with $150,000 capital.

The Deer Island Lumber Company, Charleston, S. C., is reported to be an involuntary bankrupt.

At Mansfield, O., the Mansfield Lumber Company has increased its capital stock to $100,000.

The Eagle Sash & Door Company has started business at Brooklyn, N. Y., with $6,000 capital.

The Joseph Dick Manufacturing Company, Canton, O., has increased its capital stock to $300,000.

The Laurel Lumber Company, a $500,000 incorporated concern, has been incorporated at Laurel, Del.

The Hoover Chair Company has been incorporated at Thomasville, N. C., with capital stock of $25,000.

The Federal Sash & Door Company has been incorporated at Kansas City, Mo., with $100,000 capital.

The National Packing Box Factory has been incorporated at Brooklyn, N. Y., with $100,000 capital stock.

The Dan River Lumber Company was recently incorporated at Walnut Cove, N. C., with $25,000 capital stock.

At Proctor, Ark., the Diamond Hoop Company has been incorporated and will operate with $10,000 capital stock.

The Huron Implement Company has started business at Bad Axe, Mich. This is an incorporated concern with $120,000.

The Massillon Chair & Desk Company has been incorporated at Massillon, O., with an authorized capital stock of $300,000.

At Jackson, Miss., the Jackson Veneer & Box Company has been incorporated under the same name with $10,000 capital stock.

The Ark Oak Flooring Company has started business at Pine Bluff, Ark. This is an incorporated concern with a capitalization of $50,000.

The Cherokee Timber Company, a $300,000 corporation which will operate in the lumber business, has been organized at New York City.

The Piedmont Hardwood Manufacturing Company is the style of a recently incorporated Greenville, N. C., concern with a capital stock of $5,000.

The George Eidman Implement Company, Belleville, Ill., was sold out to the Seibert-Huerter Implement Company, a newly incorporated implement concern.

A large part of the plant of the Precious Woods Handling Company at Bayonne, N. J., was recently destroyed by fire, resulting in a loss of $150,000.

The Shawnee Manufacturing Company has been incorporated at Indianapolis, Ind., with $20,000 capital stock. It will manufacture agricultural implements.

Edward R. Simpson, prominently identified with the lumber trade of Milwaukee in years gone by, died at his home in Milwaukee on Tuesday, January 12.

A factory has been opened up at Cotter, Ark., for the purpose of manufacturing dimension stock and also for manufacturing novelties, knockdown furniture, porch swings, chairs and mission furniture for direct sale to the consuming trade.

George Donald, pioneer sash and door manufacturer of Milwaukee, Wis., died Sunday, January 10, after an illness of more than a year. He was secretary of the Rockwell Manufacturing Company and president of the Wisconsin Lumber & Supply Company.

CHICAGO

E. D. Beals, president of the Hardwood Products Company, Neenah, Wis., was in the city about ten days ago on a business trip.

Edward A. Hamer of the Worcester Lumber Company, Chassell, Mich., spent a few days in Chicago last week.

H. F. Below of the Below Lumber Company, Stanley, Wis., passed through Chicago about a week ago on his way East on a business trip.

The following prominent manufacturers of walnut lumber were in Chicago last week in conference at the Annex: R. L. Jurden of the Penrod Walnut & Veneer Company, Kansas City, Mo., Ray Pickrel, Pickrel Walnut Company, St. Louis, Mo., Haines Egbert, Sanders & Egbert Company, Goshen, Ind., Alex Schmidt, Theodor Francke Erben, Cincinnati, O., George W. Hartzell, Piqua, O., and H. A. McCowen, H. A. McCowen & Co., Louisville, Ky. They decided to keep on with the advertising which has done so much to make black walnut the best moving hardwood today.

C. H. Barnaby of Greencastle, Ind., was in Chicago for a few days last week on business connected with his personal affairs and also in connection with the National Hardwood Lumber Association.

C. A. Goodman of the Sawyer-Goodman Company, Marinette, Wis., spent several days of the past week in Chicago.

E. V. Babcock of Pittsburgh, Pa., was in Chicago last week in attendance at a meeting of the board of managers of the National Hardwood Lumber Association.

The Higginson Veneer Company has been incorporated at Rockford, Ill., with $10,000 capital stock. The company will maintain Rockford and Chicago offices.

G. C. Robson, sales manager of the Heineman Lumber Company, Merrill, Wis., spent a few days last week in Chicago.

J. E. Raudabaugh of the Celina Hardwood Manufacturing Company, Celina, O., passed through Chicago on January 18 on the way to Wisconsin.

H. A. Batchelor of the Tennessee Oak Flooring Company, Nashville, Tenn., was in Chicago a week ago attending a conference of oak flooring manufacturers.

Earl Palmer of New Houlka, La., was in the city the early part of last week.

Walter E. Kelley of Detroit, Mich., spent the greater part of last week with the local lumbermen.

C. B. Allen, manager of the veneer department of the Anderson-Tully Company, Memphis, Tenn., has been spending the last couple of weeks in this part of the country.

R. Robert Lockwood of the Memphis Hardwood Flooring Company, Memphis, Tenn., was another prominent southern flooring manufacturer who was in Chicago attending the same function.

J. W. Dickson, Memphis, Tenn., left Memphis for Chicago following the meeting of the Gum Lumber Manufacturers' Association. He was accompanied by Chas. B. Dudley of the Dudley Lumber Company.

E. B. Brown, Buffalo, N. Y., passed through Chicago January 15 on his way to Memphis, where he is establishing his family for the winter. Mr. Brown recently established an office at Memphis and will conduct his business from that point during the next few months.

HARDWOOD RECORD is in receipt of information that the American Lumber & Manufacturing Company, Pittsburgh, Pa., has appointed J. H. McCrery, formerly of Pittsburgh, as traffic manager and manager of railway sales to succeed C. A. Droz, who recently resigned to go with the Aberdeen Lumber Company of Pittsburgh in the same capacity.

HARDWOOD RECORD acknowledges receipt of the regular issue of the official bulletin of the National Hardwood Lumber Association for January. The bulletin contains reference to the conference between the executive committee of the National Hardwood Lumber Association and committee of the Federation of Furniture and Fixture Manufacturers which took place on Tuesday, January 5, at the association's headquarters. Statement of inspection work contained in the bulletin shows a total of 7,573,814 feet for the month ending December 31, 1914.

NEW YORK

W. D. Magovern, hardwood flooring specialist, announces that Simon Herrustadt is no longer associated with his business.

The local lumber trade is taking a keen interest in the opposition to the new shipping regulations in New York harbor. The new regulations carry an extra charge of twelve cents per ton for putting stuff over the stringpiece when the work is done by the carrier. Heretofore this was considered necessary to complete delivery, so that the new rule amounts to an increase to the freight rate. The greater part of freight consigned to New York must be lightered, and all receivers of freight here are opposed to the new rule. The rule was ordered suspended by the Interstate Commerce Commission and an investigation into its reasonableness will be held. The New York Lumber Trade Association and the National Wholesale Lumber Dealers' Association filed separate protests.

Sam E. Barr, who handles the "Chief Brand" oak flooring, made by the Kerry & Hansen Flooring Company, Grayling, Mich., reports good demand for hardwood flooring generally. He looks for a good year.

Alex. Norton, heavy hardwood specialist, makes no complaint on last year's trade, and reports a good inquiry at this time.

F. A. Kirby, sales manager of the Cherry River Boom & Lumber Company, Scranton, Pa., visited the local branch of the company during the fortnight.

John D. Mershon, of Saginaw, was in New York recently in company with Harry J. Strong, who took up the management of the New York office of the John D. Mershon Lumber Company.

W. D. Mershon has entered the wholesale trade on his own account. He will handle maple flooring, basswood moldings, white pine and fir, with office 1 Madison avenue.

The Milne, Hall & Johns Company has been incorporated at Hornell, N. Y., by Archibald L. Milne, Percy M. Hall and A. R. Palmer. Mr. Milne has been in the local wholesale hardwood trade for several years.

BUFFALO

A good many of the hardwood yards will be represented at Rochester on January 28 and 29 at the state convention of retailers. When conventions are held either in Rochester or Buffalo, they are sure of a good attendance, as the lumber interests of this section are strong.

The election of Fred M. Sullivan as director of the Chamber of Commerce again gives that body a representative of the hardwood trade on its list of officials. A strong canvass was made in his behalf by the lumbermen.

Angus McLean was a visitor at the Hugh McLean Lumber Company's office a few days ago and reported that good progress is being made in the erection of a pulp mill by the Bathurst Lumber Company, Bathurst, N. B.

The Yeager Lumber Company reports that hardwood trade has picked up to quite an extent over last month. The chief woods selling have included maple, oak and ash.

G. Elias & Bro. find the hardwood trade somewhat better than last month. An addition is being made to the box plant, and new equipment is now being installed there.

Blakeslee, Perrin & Darling state that business is on a steady basis and improvement is looked for in the near future. Maple, thick oak, and ash are the principal woods in demand.

The Standard Hardwood Lumber Company reports a better inquiry for hardwoods and there is now freer selling than last month. Low prices in the general lumber market seem to be encouraging new business.

The National Lumber Company states that there is an increased demand for hardwood flooring over last month. The yard has lately been receiving stocks of oak flooring.

Miller, Strum & Miller are having a fair run of trade this month, with business improving locally. It is expected that trade will show up well in this territory in the spring.

A. A. Mason reports that business has been pretty satisfactory with him lately. In fact December was so good that January will need to be quite large to make a showing in contrast with it. Sales have been of practically all sorts of hardwoods.

W. L. Sykes, president of the Emporium Lumber Company, Utica, has gone to California for a winter vacation, certain members of his family having preceded him.

PHILADELPHIA

A. S. Megaubin, eastern representative of the Oregon Lumber Company, Baker City, Ore., has just returned from an extended trip to the Pacific coast where he visited all the plants of the company, which are situated in some of the largest timber and lumber fields of that locality. Mr. Megaubin called at a number of other lumber camps on his way home. He says that the western people are enthusiastic over the outlook and are laying their lines accordingly.

The Birch Leaf Lumber Company is a late addition to the roster of the Philadelphia lumber manufacturing industries. It was incorporated under Delaware laws, January 1, with a capital of $200,000. Its officers are: Robert W. Schofield, president; R. P. Bush, vice president; John H. Schofield, treasurer and general manager; Frank E. Schofield, secretary. The company has secured about 10,000 acres of timberland, mostly white pine, near Birch Leaf, Va., and will control the outlet of from 20,000 to 25,000 acres of excellent timber. It will erect a band mill as soon as railroad equipment is in shape. The Schofields connected with the concern are of Schofield Bros., Philadelphia, who also own and control the Saltkeatchie Lumber Company, Schofield, S. C., and the Honaker Lumber Company, Honaker, Va. R. P. Bush, with the Schofields, is interested in a planing mill in Royersford, Pa. Robert W. Schofield, pronounces the outlook encouraging, as things are commencing to swing around to normal.

The Huganir Lumber Company, 508 Pennsylvania building, is another infant enrollment in the lumber industry, but as is not always the case experienced lumbermen will be at the helm. A charter was obtained under Delaware laws, January 8. The company is capitalized at $50,000, and

George H. Huganir, formerly with Schofield Bros., is president; J. Frederick Martin, secretary "Pennsylvania Lumbermen," (Eastern Pennsylvania Retailers), vice-president; James P. Strong, formerly with the Central Pennsylvania Lumber Company, Williamsport, Pa., secretary and treasurer. A general wholesale lumber business will be carried on.

Frederick S. Underhill of Wistar, Underhill & Nixon, regarding the business situation, says that a decided improvement in trading began in December and signs are potent for a live business in the near future.

J. H. Haines, for many years with the Philadelphia office of the Babcock Lumber Company, has been made manager of this branch, succeeding Charles G. Blake, who resigned January 1. The many friends of Mr. Haines will be sorry to learn that he is at present confined to his home with a slight attack of pneumonia.

John J. Rumbarger, formerly with William Whitmer & Sons, Inc., has associated himself with the Babcock house, and will look after the hardwood end in the eastern field, with headquarters at Philadelphia office. Mr. Rumbarger announces that the Hoo-Hoo concatenation which was declared for February will be postponed until March 13.

Charles E. Paxton of the Paxton Lumber Company, Bristol, Tenn., and Lee Jack, representing the Arthur Brooks Lumber Company, Weston, W. Va., were among the recent visitors to the local trade.

Jacob L. Rumbarger, the veteran lumberman and original manufacturer of quartered oak, is about to celebrate his seventy-ninth birthday, hale and hearty. A jolly family party will do him honor on the occasion and still wish him many more happy returns of the day.

PITTSBURGH

H. E. Ast of the Mutual Lumber Company, which has a big trade with the automobile and manufacturing concerns, reports that 1914 was the best year the company has ever had and that the manufacturing prospects at present are very fine. This company had added to its force, M. W. Aitkins, who will have headquarters at 1524 Park building. Manager Pettiot reports a nice increase in mill and factory inquiries.

F. C. Jones, vice-president and general manager of the Nicola Building Company, one of the largest buyers of lumber in this section, died of heart trouble recently at his home in Oakmont, an East End suburb.

The Pennsylvania Lines West have announced that they will spend $500,000 before May 1, 1915, in doubling their yard capacity and otherwise improving their facilities at Midland, Pa. It is predicted that other big railroad jobs soon to be undertaken mean that Pittsburgh will be a big lumber distributing center to the railroads the coming year.

The Western Lumber Company did more business the first twelve days of this month than during the entire month of December. It has a splendid line-up of the first-class manufacturing trade in Pittsburgh and President W. W. Willson, Jr., is very hopeful for this year.

The Ricks-McCreight Lumber Company reports a big increase in inquiries but does not look for great boom in lumber selling before March 1. Mr. Ricks of this company, who makes his headquarters in Cleveland, does not think that buyers are going to hurry up their purchases.

The Fair Oaks Box Company is building a large addition to its plant at Fair Oaks, Pa., twenty miles below Pittsburgh, on the Ohio river.

The merger of four big manufacturing concerns in the Pittsburgh district into the Kennedy-Stroh Corporation with a capital of $2,500,000, means that this concern will be a big buyer in hardwood lumber. The four concerns merging were the Kennedy Manufacturing & Engineering Company, the Stroh Steel Hardening Process Company, the Best Manufacturing Company and the Lawrence Steel Castings Company.

J. N. Woollett, president of the Aberdeen Lumber Company, reports some improvement in the situation although there is nothing similar to a boom in sight yet. Mr. Woollett is making his usual annual trip to the gum and cottonwood mills of the Southwest and has a splendid line of stock ready for shipment.

Edward B. W. Pfischner has been elected president of the E. T. Lippert Saw Company of Millvale, a north side suburb, to take the place of the late president, E. T. Lippert, who was founder and president. Mr. Pfischner has been with the company for twenty-nine years and for the past eight years has been manager. It was largely due to his aggressive business policy that the company's big success resulted.

BOSTON

At New Haven, Conn., the Cherryfield Lumber Company has been incorporated by C. L. Lynch of Springfield, Mass., Samuel C. Morehouse of New Haven and Ralph H. Clark of Derby, Conn., with capital of $275,000.

On January 15 a meeting of the management of the Geo. W. Gale Lumber Company was held at Boston and a definite outline of a plan to carry the company on in the present conditions was adopted for submission to the creditors. It is hoped by unanimous acceptance of the details of the plan to straighten out the affairs of the concern.

At the meeting of the Massachusetts Wholesale Lumber Association, Inc., held at Youngs hotel, Boston, January 6, the following officers were elected: Henry B. Fiske, president; Frank Schumaker, vice-president; E. C. Hammond, treasurer; Arthur M. Moore, secretary; board of directors, the first three named officers and William E. Litchfield, William Bacon, Martin A. Brown, Dean K. James, Henry B. Clark, F. G. Newton, Walstein R. Chester and Morris A. Hall. The delegates elected to the Massachusetts State Board of Trade were H. W. Blanchard, Charles S. Wentworth and W. R. Chester. A number of new members were admitted and it is expected that the organization will rapidly expand and become thoroughly representative of this branch of the trade in Massachusetts.

BALTIMORE

It is estimated that perhaps one-third of the entire ocean tonnage employed before the war has been destroyed or requisitioned for the uses of the various countries at war, a great shortage being created. The heavy grain movement and the large shipments of various other relatively well paying commodities have given the lines still in operation a volume of business which enables them to make their choice, selecting what is most remunerative and discriminating against the other traffic. It is felt that the rates will go still higher between now and next June, and that the steamship lines want to be in a position to take advantage of the rise by refusing contracts to fill up their ships at comparatively low rates.

A number of Baltimoreans attended the annual meeting of the National Lumber Exporters' Association, held in Memphis, Tenn., January 21 and 22. The war has given rise to a number of problems that were given careful consideration, inasmuch as they affect the business of the exporters to a vital degree. The seizure of shipments and their diversion, as well as the matter of claims against the powers making the seizures, the want of facilities for taking care of shipments, the advance in ocean freight rates and other business claimed close attention.

David T. Carter & Co., wholesale hardwood men, have removed from the Calvert building to the ground floor of the Law building. The new location affords more room and is free from some of the drawbacks that attached to the old one. Mr. Carter states that the number of orders is increasing and that buyers show more interest in the offerings.

Information has been received here from Lynchburg, Va., to the effect that the Virginia & West Virginia Coal Company has brought suit in the United States court there against P. A. Deel and others over the right and title to 146,109¼ acres of timber and coal lands, mostly along the Big Sandy river in Buchanan county, Virginia. The proceeding involves the right of the General Assembly of Virginia to repeal a law which was in force at the time the coal company acquired whatever rights it may have in the tract. It appears that titles had become badly involved in the county, and the General Assembly of 1912 enacted a law making it legal for persons to produce certified copies of originals of the deeds, where these had been lost or destroyed in the records, in an effort to establish clear title. The General Assembly of 1914 repealed this act, and the authority to do this is questioned in the suit. It is understood that if the case goes against the people now on the lands, and who have been living on them for generations, other proceedings of a similar nature will be instituted involving additional tracts.

INDIANAPOLIS

Finley P. Mount of this city has been appointed receiver by the United States court here for the M. Rumely Company and Rumely Products Company. The receiver was appointed to conserve the assets pending a reorganization.

The complaint of the Indiana Veneer and Lumber Company, Indianapolis, that it had been overcharged on shipments from Haynes and McGehee, Ark., to Indianapolis by the St. Louis & Iron Mountain, the Southern and the Vandalia railroads was heard by Royal T. McKenna, an examiner for the Interstate Commerce Commission, in this city January 15. It was alleged the rate from Haynes should have been nineteen cents and from McGehee twenty cents instead of twenty cents and twenty-three cents, respectively, which were charged.

COLUMBUS

Robert T. Johnson, president of the Kuntz-Johnson Lumber Company of Dayton, recently celebrated the seventieth anniversary of his birth as well as the thirty-second anniversary of the founding of the company. About 150 of his business associates enjoyed a banquet on the second floor of the plant of the company.

The Ohio Utilities Commission has granted a re-hearing in the tap line case of the Lake Shore & Michigan Southern Railroad and the Lorain & Southern. In the first decision the commission held that an industrial road, if chartered separately from the industrial concern owning it can share in freight revenues on joint shipments.

The Carpenter Contractor and Builders' Mutual Association of Cleveland has been chartered under the laws of Ohio without any capital stock but for the mutual benefit of its members.

The Copperstore Floor Company of Toledo, Ohio, has been incorporated with a capital of $10,000 to manufacture flooring, by A. A. Bennett, L. E. Merry, W. L. Ashley, Henry Grolle and James Basley.

The capital stock of the Marysville Lumber Company of Marysville, O., has been reduced from $20,000 to $10,000.

The Canton Material Company of Canton, O., has been incorporated with a capital of $10,000 to deal in building materials, by R. F. Harloch, W. S. Shertzer, J. C. Steiner, Joseph Hunter, Jr., and H. C. Pontius.

The Rusher & Cook Lumber Company of Lima, O., has been incorporated

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with a capital of $20,000, by F. P. Rusher, R. W. Rusher, C. M. Cable, E. W. Cook and F. W. Cook.

At the annual meeting of the Columbus Builders' & Traders' Exchange the following officers were elected for the coming year: President, H. E. Kunzman; first vice-president, J. E. McNally; second vice-president, Leonard Mulby; directors, Adam Pitts, Stephen Stephanion, W. T. Whitacre, W. P. Stevenson and J. W. Davis.

R. W. Horton of the W. M. Ritter Lumber Company says trade in hardwoods has been rather active since the semi-annual inventories were completed the first of the year. Prices are fairly steady and future prospects appear to be brighter. Building is about equally divided between yardmen and factories.

MEMPHIS

The following well-known lumbermen and mill supply men have been elected directors of banks in Memphis for the ensuing year: First National—W. R. Barksdale, W. R. Barksdale & Co.; Mercantile National—C. L. Wheeler, J. W. Wheeler & Co., Memphis and Madison, Ark.; James E. Starke, James E. Starke & Co.; Central State National—George R. James, James & Graham Wagon Company; City National—R. E. Bodine, Memphis Sash & Door Company; H. H. Crosby, Riechman-Crosby Company; Geo. O. Friedel, Geo. O. Friedel Lumber & Manufacturing Company; J. T. Willingham, Memphis Coffin Company; Commercial Trust & Savings Bank—R. G. Morrow, president Memphis Furniture Company; William Pritchard, J. W. Wheeler & Co.; W. C. Dewey, Chapman-Dewey Company; State Savings Bank—T. R. Winfield, president Cole Manufacturing Company.

The Griffin-Logan Lumber Company, Meridian, Miss., has been granted a charter under the laws of that state. The capital stock is $10,000. G. A. Griffin, W. W. and M. F. Logan are the principal stockholders. The latter is manager. The firm states that it has secured yarding space sufficient to take care of at least 1,000,000 feet of hardwood lumber. It is the intention of this firm later to branch out in the handling of yellow pine, but nothing along this line will be done for the present. This firm is successor to the Logan Lumber Company.

H. W. Greene, former bookkeeper for Geo. C. Brown & Co., Proctor, Ark., has been promoted to the position of office manager and assistant to Secretary-Treasurer H. B. Weiss. Mr. Greene came South some years ago from Providence, R. I. He was connected with the L. H. Gage Lumber Company, at Earle, Ark., before becoming associated with Geo. C. Brown & Co.

Lumbermen here will take an active part in the "Dinner of Optimism" which will be given by the Business Men's Club January 23. The Lumbermen's Club of Memphis is affiliated with the Business Men's Club and the former usually backs the latter in any undertaking which is considered for the good of Memphis. An attractive program has been arranged for this occasion, including talks by a number of prominent business and professional men. William C. Redfield, secretary of the Department of Commerce, will be the honor guest and the principal speaker of the occasion. The prime purpose of the dinner is to bring together a number of men who will talk in favor of optimism instead of the depression which has been so much discussed since the outbreak of the European war. It is estimated that there will be between 400 and 500 in attendance. Competition for plates is already very keen.

The Southwestern Veneer Company has resumed operations at its plant at Cotton Plant, Ark., for the manufacture of veneers, after having been closed down for several months. This means employment for a number of men who have been idle for some time.

W. Brown Morgan, president and general manager of the Morgan Veneer Company, Pine Bluff, Ark., has been in Memphis during the past few days. He was one of the organizers of the Commercial Rotary Gum Association and he also attended the meeting of the Southern Hardwood Traffic Association and the Gum Lumber Manufacturers' Association.

C. L. Wheeler of J. W. Wheeler & Co. of Madison, Ark., was in Memphis this week. He says that his firm has a large supply of timber and that it is operating on very full time. He reports that the business outlook is somewhat better.

The Builders' Exchange will elect officers February 2 for the ensuing year. James Alexander will be the candidate for president on one ticket and Walter Hughes on the other. The Builders' Exchange is affiliated with the National Association of Builders' Exchanges, and is taking quite an active interest in everything pertaining to the building trade, not only in this city and section, but throughout the country.

NASHVILLE

The big furniture plant of the Standard Furniture Company in East Nashville, which has been closed down for some time, has resumed operations. This plant is owned by the Davidson, Hicks & Greene Company, one of the big hardwood concerns of this territory, and it is a matter of much gratification to see business showing a tone that warrants resumption. The plant employs about 200 men.

The Nashville, Chattanooga & St. Louis Railway is preparing to make an addition for building box cars to its shops here. The new department will give employment to several hundred men. It is said that the management of the company feels confident that business before the end of the year will show such improvement as to require additional equipment, and hence the steps to expand its local plant.

Evidence was heard by Special Examiner Edgar Watkins of the Interstate Commerce Commission in the case of Maley & Wertz of Evansville and the

Nashville Lumbermen's Club against the Louisville & Nashville. The lumber shippers seek to be relieved of the burdensome requirements of the railroads as to daily reports of tonnage of lumber handled under shipping in transit regulations. A number of the Nashville dealers were witnesses.

Jack Milne and others are reported to be planning a new chair factory at Cleveland, Tenn.

J. H. and Otway Yates and Albert Ethridge are having a heading plant installed at Springville, in Henry county.

The Tennessee Railroad Commission has refused to grant a rehearing to the Nashville Lumbermen's Club on the complaint as to local rates granted on lumber to junction points on the system.

BRISTOL

J. B. Sells of Johnson City, Tenn., and M. F. Miller of Piney Flats, Tenn., have purchased a tract of hardwood timber in Washington county, Tennessee, and are preparing to install a mill and begin the development of the property as early as possible.

A number of the planing mills in this section are busy and report orders to keep the plants running until spring. The Bristol Door and Lumber Company and the Sells Manufacturing Company are operating full time. The Standard Veneer Corporation at Johnson City is operating with one-half force.

The Dan River Lumber Company is preparing to erect a new plant at Walnut Cove, N. C., for the manufacture of windows, doors, etc. The company is headed by D. L. Donnell and has a capital stock of $25,000.

E. L. Warren, a local wholesaler, has just returned from a trip in Kentucky and Virginia and he reports improvement in business over December. He says that the volume is much larger, although it is still comparatively small.

LOUISVILLE

The Interstate Commerce Commission hearing on the lumber rate advances from the South occupied most of last week in Louisville, following the Memphis hearing the week previous. A number of witnesses, in addition to the Louisville hardwood men, representing the Louisville Hardwood Club, were heard. The general line of the testimony was that the business simply cannot stand an increase of the amount which has been proposed; that lumber prices at present are on such a basis that no profits are being realized; that competition is being experienced from substitutes, Japanese oak and other sources which threaten the prosperity of the industry, and that competition is also already sharp and keen, preventing an excessive margin of profit. The railroads sought to show that they have been carrying lumber at rates that did not produce a profit on the investment, and that as to gum, the differential rate originally put into effect was made for the purpose of encouraging the gum business, and that the experimental stage has now been passed, so that gum can pay its way like other woods. The lumbermen and other visitors, including J. H. Townshend, manager of the Southern Hardwood Traffic Association at Memphis; John R. Walker of the Lumbermen's Bureau at Washington, and Luther M. Walter of Chicago, were entertained January 19 at dinner by the Louisville Hardwood Club. John Churchill of the Churchill-Milton Lumber Company, was chairman of the entertainment committee in charge of this feature.

A contract including some hardwoods as well as yellow pine was given by the Standard Sanitary Mfg. Company's Louisville plant to the Boyd-Mehler Lumber Company of Louisville, for crating material which the concern will use during the present year. The contract amounts to about 3,000,000 feet, it is said, and there was considerable competition for it.

Lumbermen were much interested in the announcement that a modification of the decision of the Kentucky court of appeals on the subject of the workmen's compensation law is expected, by means of which a constitutional law can be drawn and presented to the legislature next winter. It had been thought that the subject would have to lie over until a constitutional amendment could be adopted, which would make the effective date of a compensation law about 1920. However, the majority of the court decided that it was not impossible to draw a constitutional law, and the modified opinion is intended to state just how this is to be done. In this connection it is worth noting that rates for insurance under compensation would have been much higher than most of the local concerns had anticipated. A large veneer concern in Louisville reported that its rate went up something like 400 per cent. It had made arrangements for stock company insurance, preferring this to the state insurance fund, so that the company was not at all displeased when it found that the law was to be knocked out and the status quo retained.

The Mengel Box Company has "started something" with a moving picture show at its Mengelwood, Tenn., sawmill. The company decided that some form of legitimate recreation was needed by its men, and that a picture show filled the bill most exactly. A theater was constructed next door to its general store, and arrangements were made with a film exchange in Memphis to supply a "program" consisting of the Mutual pictures. The theater is open three evenings a week, with a change of program each time, and plays to crowded houses. In fact, the demand for the entertainment was such that a gallery was recently constructed for the exclusive use of negroes. W. M. Kerrick, purchasing agent at Louisville, has been buying the supplies for the theater, and provided a Powers 6-A machine. The company has its own electric light plant at Mengelwood, and consequently has been able to furnish current without

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30M 1x4	No. 2 and 3 common	100M 4/4	No. 1 com. & bet. red
15M 5/4	No. 1 com. and better	5M 5/4	1st and 2nd red
25M 5/4	No. 1 common	10M 5/4	No. 1 common red
10M 5/4	No. 2 common	6M 5/4	No. 1 common plain
20M 5/4	No. 3 common	3M 6/4	1st and 2nd plain
13M 6/4	1st and 2nd	13M 6/4	1st and 2nd red
15M 6/4	No. 1 common	4M 8/4	1st and 2nd plain
15M 6/4	No. 3 common	6M 8/4	1st and 2nd red

WHITE OAK: 10M 8/4 No. 1 and No. 2 com.
ROCK ELM: 50M 8/4 No. 2 com. and better
HARD MAPLE: 40M 8/4 No. 2 common and better

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Saw mills and planing mill at Atlanta, Wisconsin.

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High Grade
Northern and Southern
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OAK—Plain and Quartered, RED AND WHITE
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Anything in Hardwoods
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MEMPHIS

TIMBER ESTIMATES
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager, Porter Building, Memphis, Tenn.

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Manufacturers and Shippers Hardwood Lumber
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OAK, ASH and CYPRESS
18 to 30 feet Sawed to Order
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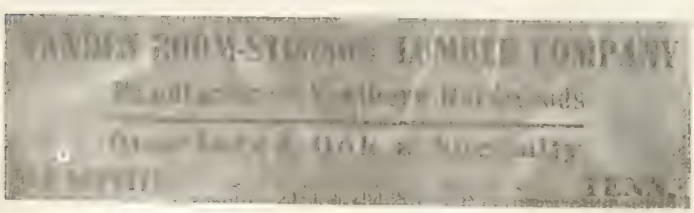

any trouble. Mr. Kerrick said that while a small admission fee is charged, the object is not to make money, but to benefit the men, and this object is being realized.

The Kentucky Wagon Manufacturing Company of Louisville, is operating its plant more actively as the result of the war orders which it has received. It will deliver 12,000 portable kitchens, or kitchens on wheels, to the allied armies in France. It has let a subcontract to the Embry Box Company of Louisville, for feed-boxes, tool-boxes, cutting boards, etc., besides one to a local iron-working concern for much of the metal work. The order amounts to several hundred thousand dollars, and will use up a lot of material. The plant had not been operating full time for quite a while previous to the placing of the war order.

T. M. Brown of the W. P. Brown & Sons Lumber Company attended a meeting of the directors of the National Hardwood Lumber Association in Chicago January 19, afterwards going down with the other directors to the annual of the Indiana Lumbermen's Association at Indianapolis the next day.

MILWAUKEE

The George Spratt chair factory at Sheboygan, Wis., has been purchased by Thomas McNeill, secretary and treasurer of the Sheboygan Chair Company. The consideration has not been announced, but the value of the plant, together with stock on hand, was placed at $100,000 at a recent inventory. The Spratt plant will be under the management of Mr. McNeill's son, Harry. Mr. Spratt, who has been engaged in the chair manufacturing business at Sheboygan for the past forty-three years, will now retire from business.

F. H. Westlake, for six years general manager of the Milwaukee Chair Company, has left for Bedford, O., where he has accepted a position as sales manager of the B. L. Marble Chair Company, manufacturer of high-grade office furniture. He has also acquired an interest in the concern.

Thomas J. Neacy, president and general manager of the Filer & Stowell Company of Milwaukee, manufacturer of sawmill equipment and engines, observed his sixty-seventh birthday anniversary on January 17. Mr. Neacy has been connected with the Filer & Stowell concern for forty-three years.

The Sheboygan Fruit Box Company of Sheboygan, Wis., has received an order for 2,250,000 white basswood kite sticks. The plant has until August 1 to complete the order. The buyers are large manufacturers of kites and other toys.

The A. H. Stange Lumber Company of Merrill, Wis., has placed its sawmill in operation.

The Heddles Lumber Company of Madison, Wis., has made several changes at its yards in southern Wisconsin. Lawrence Hutson, manager of the yards at Stoughton, Wis., has been transferred to Edgerton, Wis., succeeding A. E. Skinner, who will now be located in the company's general offices at Madison. Chris. Larson, manager at McFarland, Wis., has been transferred to Stoughton and has been succeeded by Henry Larson, his brother.

The Ahnapee Veneer & Seating Company of Algoma, Wis., recently made the first payment to its employes on a profit-sharing plan which it started about a year ago. The cash paid amounted to about one month's wages for each man and totaled about $4,000. The same plan was put in force at the company's plant at Birchwood.

The Curtis & Yale Company of Wausau has placed its plant in operation on an eight-hour shift. The Brooks & Ross Lumber Company has started sawing operations with a full crew.

The sawmill of the Hatten Lumber Company at New London, Wis., is again in operation with a day and night crew.

A. W. Highfield of the Webster Chair Company of Superior, Wis., has left for England to close a contract to furnish all the chairs needed by a Great Britain wholesale furniture house, which had formerly been distributing the output of three Austrian factories.

The Henry A. Salzer Lumber Company of LaCrosse, Wis., which has been out of business about ten years, has filed articles of dissolution. This company should not be confused with the Salzer Lumber Company of Minneapolis. Five other Wisconsin lumber concerns, all of Superior, have filed articles of dissolution, among them: Cook County Lumber Company, Beaver Bay Lumber Company, North Shore Lumber Company and the Lake County Lumber Company.

The Foster-Latimer Lumber Campany of Mellen, Wis., has placed an unusually modern train at the disposal of its lumber camp employes near Mellen. The outfit comprises a kitchen car, equipped with all the latest devices, two sleepers, fitted out with steel double-deck beds, and two diners, furnished with individual tables for seating four people each. The entire train is steam heated, gasoline lighted and furnished with the latest equipment.

DETROIT

One noticeable feature of the mid-winter furniture show at Grand Rapids, Mich., was the prominence given exhibits of rustic furniture, and judging from the effect obtained by the exhibits the possibilities of rustic furniture may be said to be almost unlimited. One of the foremost exhibits at the mid-winter show was that of the Old Hickory Chair Company, of Martinsville, Ind. It attracted wide comment and was one of the beauty spots of the show. The company's space was filled with old hickory furniture, the company being the pioneer manufacturer in that line. Beginning with the manufacture of chairs, which were crudely built, the rustic furniture industry has progressed, as shown by the

exhibit of the Old Hickory company, until now there is a finished product attractive and yet not robbed of the rustic air.

Probably foremost among the table exhibits at the Grand Rapids show was that of the St. Johns Table Company of Cadillac, Mich., which is rated as the largest table manufacturing plant in the world. The exhibit created wide interest and was one of the main centers of attraction in the show.

The feeling of holding off was evident at the Grand Rapids show among some of the smaller buyers. The general tone of the exhibit, however, as reflected in orders, was normal with one or two exceptions in abnormal sales.

R. J. Clark, manager of the Peninsula Bark & Lumber Company, of Sault Ste Marie, has been appointed general manager of the Consolidated Lumber Company of Manistique. He will assume immediate direction of the Consolidated company's business and will also continue as head of the Peninsula company. The Consolidated company's mills and extensive timber holdings are located in the upper peninsula.

The Falcon Manufacturing Company of Big Rapids reports business good. The company lately received an order for 1,000 kitchen cabinets and is now busy on them. The company is lumbering near Howard City and has about twenty-five men at work at a portable sawmill manufacturing hardwood lumber for use at Big Rapids.

T. J. Brace, manufacturer of wood specialties at Wacousta, announces that he will shortly remove his plant to Eaton Rapids.

The Leroy Piano & Organ Company, a new industry at Cheboygan, has elected the following officers for 1915: President, H. E. LeRoy; vice-president, Henry Stephens; treasurer, John C. Rittenhouse, and secretary, William B. Seamark. The company reports orders enough to insure operation for six months. The factory will be moved into better quarters in February.

Napoleon Robare of Ishpeming has about fifty men at work logging an 800-acre tract of timber near Channing. Charles Doane of Witch Lake, who has also been lumbering for several weeks in the vicinity of Channing, has considerable timber on skids ready to haul.

Joseph Bellair of Baraga has commenced the lumbering of 300,000 feet of hardwood logs for mines in the copper country. They will be hauled to the Mineral Range railroad and distributed at various mines along the route.

The Grand Rapids Cooperage Company of Grand Rapids has decreased its capital stock from $50,000 to $10,000.

William J. Streng, president of the Palmer Manufacturing Company and the Grand Furniture & Upholstering Company, both of Detroit, died in a hospital at Flint following a short illness. He was forty-six years of age and had been a lifelong resident of Detroit. He was prominent as a Shriner. Funeral services were held at Detroit.

The Dollar Bay Lumber Company of Dollar Bay recently made its first shipment by rail since navigation closed. Members of the firm are inclined to view the lumber situation with optimism.

The Anketell Lumber & Coal Company of Cass City has been purchased by the Cass City Lumber and Coal Company. Henry Schiedel, manager of the Anketell company, will remain as manager.

The Ypsilanti Reed Furniture Company of Ionia, Mich., was recently confronted with the problem of obtaining reed material to continue the manufacture of its furniture or suspend operations. All reed had hitherto been obtained in Europe and it was impossible to get a supply through agents, it being necessary to obtain it in Germany. President Fred Green, after the situation became evident, made a trip to Europe, visiting England, Holland and Germany. He obtained a supply of reeds and the plant will continue to operate. President Green has just returned to Ionia. Business at the company's plant is good and has been for some time.

Henry S. Jordan, one of the foremost furniture manufacturers in Michigan, died at his home at Grand Rapids after a lingering illness. He was seventy-two years old. When he retired in 1913 he was president of the Michigan Chair Company of Grand Rapids, which he organized shortly after forming the Grand Ledge Chair Company, which operates a plant at Grand Ledge. He was buried at Grand Rapids. A widow and one daughter survive.

George F. Williams of the Williams Brothers Company, manufacturer of last blocks at Cadillac, believes that during the next few months business will be considerably better than it was last year. He says that the period of dullness has now extended over a year and there is hope of a change. Business was better during the last half of 1914 than during the first half of the year and for this reason he is not inclined to point to the European war as the complete reason for slack business.

A recent census of the state labor department shows that the mills and manufacturing plants at Bay City are operating all the way from half time to normal. The box factories are fairly active, but veneer and flooring manufactories are being operated at half time and slightly better.

The Bennett Lumber Company has installed a complete equipment of machinery for the manufacture of wood specialties at Hart. The company recently received an inquiry for a million wood splints to be used on the battlefields of Europe.

The Owosso Carriage & Sleigh Company of Owosso is getting its affairs in condition for voluntary liquidation. C. H. Sapp, general manager, says it will take a year to wind up the company's affairs. The growth of the automobile industry has lessened the demand for the com-

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in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

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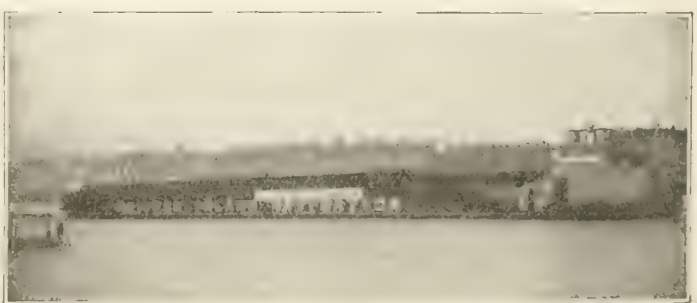

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This cargo was unloaded at St. Louis, Mo., and Alton, Ill., on August 1st and 2nd

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D. K. Jeffris & Co.
CHICAGO

HARDWOODS
CONCORDIA LAND & TIMBER CO.
Jeffris, La.

YELLOW PINE
MANCHESTER SAW MILLS
Manchester, Ala.

pany's products. Another line of industry is being sought but nothing has been settled on as yet.

The International Mill & Timber Company has recently been formed at Bay City to engage in the manufacture of ready-cut houses. Its officers are: President, R. S. Richardson of the Richardson Lumber Company; vice-president, W. D. Young, Jr., son of W. D. Young, flooring manufacturer; treasurer and general manager, C. M. Ambrose. The company is the third engaged in the manufacture of ready-cut houses at Bay City. Others are the North American Construction Company and the Lewis Manufacturing Company.

The Hardwood Market

CHICAGO

There has hardly been time since the first of the year for the more favorable trend of trade which has been confidently predicted by the majority of lumbermen and woodworkers in this section to materialize. However, while this movement has not set in on a general basis, there are reported sales of increasing volume, which apparently are gradually increasing in number, thus affording ample reason for the belief that marked improvement will characterize the condition of business during the next two or three months.

While the furniture shows have not been altogether satisfying, they have not, at least, been discouraging and quite a number of the manufacturers exhibiting at Chicago expressed themselves as being very well pleased with the situation as a whole. It is true that some manufacturers were genuinely disappointed in the results of sales of their products, but considering the general trend of business and the fact that it is impossible for any line to revive instantly and to the fullest capacity, the outcome of the sales has been quite all that could have been expected.

One significant fact is that a great many of the sales that were actually consummated were of quite unusual proportions, because as a general thing the furniture dealers have, in common with dealers in other commodities, let their stocks run down to a point where they had very little left and hence have been compelled to take on large amounts of new furniture in order to successfully meet the urgent demand of the consuming public.

The yard trade is showing a distinct tendency to look more favorably upon purchases in anticipation of marked improvement in the building situation during the early spring months. A great deal of building work has been planned which absolutely must be consummated in the near future, and with the financial situation on a better basis this work will undoubtedly be continued at as early date as possible. The result will be an active call for lumber going into construction work, which call is being anticipated to a considerable extent by the yard trade, which is looking around for the purpose of filling out its stocks.

Locally there is hardly any perceptible change in the status of different woods represented on the markets. The gum situation seems to show a little better, at least there have been some excellent orders for gum placed in Chicago during the last two weeks. One concern which says that January has been a bumper month as far as orders are concerned in contrast with several months of extremely quiet business, also says that a great deal of this business has been in gum and at slightly better prices.

The oak situation is in fair shape, and more or less difficulty seems to be experienced by local buyers in placing orders of large volume, or for any extended period of time at prevailing figures. It has been pretty generally recognized that the next month or six weeks will see a gradual stiffening up in hardwood values in practically all lines.

RED GUM
(Leading Manufacturers)

COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
No manipulation of grades.
Located on La. R. & N. Co. COLFAX, LA. Consumers' inquiries desired

MILLER LUMBER CO.
MARIANNA, ARK.
We have on our yards, in good shipping condition, five million feet assorted Hardwoods, consisting of Red and Sap Gum, Quartered and Plain Oak, Ash, Cypress, Cottonwood, etc.
Send us your inquiries

NEW YORK

The improvement which is generally reported throughout the country is showing itself in the lumber trade of New York. Current report is that demand for spring trade is quite lively, the volume being satisfactory though distributed over a number of orders. The wholesale trade is now experiencing some real business, and all are confident that the spring season will open the door to a good year's business. The yards and factories are all low stocked and are sure to be in the market for much needed material. Price concessions are still to be heard of. Conservative houses are not meeting this competition now, being content to do less business at favorable prices. Hardwood flooring is in good demand and prices are due to go higher within sixty days. Gum is also coming in for a share of demand with some betterment in prices.

BUFFALO

There is a more general report of improvement at the hardwood yards than for some time. Business is by no means on a large scale, but it shows up favorably as compared with last month, and there is a feeling that it is going to continue to improve for a while. Prices have been so low that a change for the better seems very probable, especially in view of the fact that industrial activity is getting larger, while the amount of stock shows no tendency to increase any, with many mills closed.

A variety of woods have been moving lately and if business holds up in future as well as it has been doing of late there will be a stronger market. The amount of business going around is certainly on the increase, so that the severe competition should soon give way to a better situation. Plain oak, maple, white and brown ash, chestnut and birch are mentioned among the woods that are now being called for in a little larger quantity.

The lumber-transit question, which is of so much importance to the local hardwood trade, has again been up for consideration before the Interstate Commerce Commission, and Buffalo has been represented by the same hardwood representatives who attended the first hearing. They were M. M. Wall, acting as chairman, with A. W. Kreinheder, O. E. Yeager, H. F. Taylor and H. L. Abbott. It is hoped that this would be the final hearing in the matter and that an early decision would be rendered.

PHILADELPHIA

Many trade reports show a slight advance in trading, which is only corroborative of the optimistic business prediction for the early new year. Although there are no special indications of an upward movement in prices, it is noticeable that values are somewhat firmer all along the line. Yard buying has begun and many inquiries as to future delivery are being made, but a supreme caution is observable among the manufacturers as there is no doubt of a stiffening of quotations as orders increase. Railroad companies are sending out unmistakable feelers and in some instances fair orders are booked for material for repair work. The intention of the Baltimore & Ohio to spend $30,000,000 in the near future gives hope that the other eastern roads sooner or later will conclude to spend an equally high figure.

Furniture factories are marking time, relying on result of the usual furniture exhibition sales, which as a rule are a dependable index as to future possibilities of the furniture market. Box makers keep fairly busy right along and builders are looking for a live season. Many are already pushing plans to take advantage of the exceptionally open winter.

Money is loosening up a little and indications are that a more liberal course will be pursued by the banks in the near future. Taking the situation as a whole the outlook is decidedly promising.

PITTSBURGH

The hardwood situation shows much improvement. There is a distinct uptrend to prices. Orders are more plenty. Inquiries are greatly improved. Sentiment is decidedly better on all sides. Stocks at the mills are being reduced a little, although they are still much too large to be profitable. Yard trade is not much in evidence as yet. Manufacturing buying is much more noticeable and many concerns which have been out of the market for months are now putting out good inquiries and requisitions.

BOSTON

The anticipated upward turn of the market after the new year has shown but limited results. While there is a small increase in inquiry, the amount of business being placed is but little, if any, above the recently prevailing situation. The general view of the dealers who come into wide contact with buyers is that there will be no sudden advance in business or prices, and it is agreed that this is a factor which is favorable in the long run. Stocks are low, curtailment has been in force for some time and new lumber could not be made available for use for a considerable period if wanted. Therefore, should the demand rise actively and approach consumption of the present stocks on hand, values would be unnaturally raised. This would have a speculative value in a few cases, but would be a detriment to the dealers in general, as the usual substitutions of a less valuable wood or a different material altogether would follow such an elevation of the cost of the manufactured goods. Substitutions have already made very serious inroads on hardwood consumption, and in the widely varied manufacturing industries of this section, the effect is plainly felt. The element of cost of material enters strongly into such replacements and it is one therefore that the hardwood men here hope to see developed with intelligence and care when the pressure of increased demand is felt on the curtailed stocks.

BALTIMORE

While no important changes in the hardwood situation are to be noted, it can be said that the inquiry has picked up somewhat and that more interest is being shown in the offers of the sellers. The number of orders taken by millmen and wholesalers has undergone an increase and the outlook is not without some encouraging features. In a general way, however, the movement shows no important modification, this applying especially to the range of the quotations. While many of the mills are still shut down and the available supplies have undergone some reduction, the effect upon prices has not been such as to be called a positive advance. The entire list continues to rule low and there is a notable lack of steadiness in the figures given to the buyers. For months past the hardwoods have been without any definite bottom, one seller naming a figure which seemed hardly to have any proper relation to the quotations of others; and the hardwood men have been in the position where they did not know what to quote. However, this state of affairs is less pronounced now than it was during a considerable part of last year, after the beginning of the war, the production having been curtailed sufficiently to narrow the selections and remove pressure on account of liberal offerings. The feeling in the trade is appreciably better, at least in so far as the domestic business is concerned.

Exports continue to give cause for much complaint, and to the other troubles of the exporters there has been added in the last few days an embargo upon shipments from Baltimore, Philadelphia and Norfolk, the steamship companies having served notice that they will for the present take no shipments for London and Liverpool on account of the inability to find room on the docks there. The exporters are of the opinion that the steamship lines are merely taking advantage of the scarcity of tonnage to shut out lumber for other freight which pays them better. This will naturally cause a still further contraction of the export movement and will necessitate a more complete falling back upon the home market, at least for the present. With the general business situation improving, there is a fair prospect that hardwoods will be benefited. The railroads are once more in the market to some extent, and there are indications that other consumers will augment their calls for stocks as the demand for their products expands. It is yet a little early in the year for the recovery to make itself felt in a very pronounced way, but there are signs that hardwoods will be favorably affected by recent developments and those that are to be expected in the near future.

COLUMBUS

The hardwood trade in Columbus and central Ohio has been fairly quiet during the past fortnight but that is to be expected. Semi-annual inventories have not been completed with the result that retailers' stocks are found to be short. Buying is expected to be more active within a short time. In fact some buying is now being done, both for immediate delivery and for shipment during the month of February. The tone of the market is better and future prospects are not believed to be bad.

Buying is pretty evenly divided between factories and retailers. Factories making vehicles and furniture are the best customers although some buying is being done by implement concerns now. Orders are generally small, as retailers as well as purchasing agents of manufacturing concerns are loath to accumulate stocks under present conditions.

Prices are rather steady at the levels which have prevailed for some time. There is less cutting of prices now to move stocks. In fact stocks in the hands of mill owners and jobbers are not large. Some cutting is being done in poplar and oak but this is not sufficient to demoralize the market. Collections are bad.

Shipments are coming out promptly and no trouble is experienced from a shortage of cars. Rural districts are probably buying better than cities

RED GUM
(Leading Manufacturers)

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Our Corps of Inspectors
Intelligent! Highly Trained! Conscientious!
is assurance that you will get what your order calls for when you buy Gum from us
Himmelberger-Harrison Lumber Company
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Band Sawn Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

Dermott Land and Lumber Company
DERMOTT, ARK.

CINCINNATI
Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

"ANDREWS" Dried Lumber is Better Lumber

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Products Represent Perfection, Reliability, Results

"Andrews" Moist Air Lumber Driers | Condensing —OR— Ventilated

Perfect Transfer Cars

Perfect Dry Kiln Trucks

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DOUBLE AND SINGLE

Write for Information
DRIER DEPARTMENT

The A. H. Andrews Co.
115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

and towns. The indications are bright for a rather active building season when weather conditions again become favorable.

Oak, both plain and quarter-sawed, is in fairly good demand and prices rule steady. Chestnut is still active, especially sound wormy. Poplar is in better demand and all of the grades are moving more uniformly. Basswood and ash are steady, and other hardwoods are unchanged.

CINCINNATI

The continued improvement noted in the hardwood situation is gratifying to dealers who have been looking for a break in their favor shortly after the first of the year. Lumbermen are sure that the present numerous inquiries mean something, and already a considerable amount of business has resulted. Orders continue to be for small quantities but there is a better call for straight cars than for many weeks, and return orders are more numerous. Buyers still maintain extreme cautiousness, apparently not being disposed to buy beyond actual requirements—but at that they are buying more stock than a month ago and indications are the very best for continuation and on a larger scale.

Right now there is not much call for poplar in common and better grades but the low grades are in constant demand. The same is true of red gum, but all grades of sap gum find a fair market, especially low grades, which are in excellent demand. Chestnut has been on the slow list for many weeks and there is none too much improvement as yet except in the sound wormy grades, which in 6/4 and 8/4 finds a fair market. There is a light request for the good grades of cottonwood but like most of the other hardwoods suitable for the box makers there is a steady demand for No. 2 and No. 3 common at good prices. West Virginia maple is a fair seller in most grades of 4/4, but dry stock thicker than inch is in good demand. Ash in thick stock is a splendid seller, 16/4 being in excellent request and other thickness are finding a good market. Plain red and white oak in upper grades is in good demand, especially red oak, which seems to be in better request than white. The low grades, due to the backwardness of demand from furniture factories, are not moving satisfactorily. The call for good grades of quartered oak is on the increase and there is more interest being displayed in the lower grades than for many weeks. Considering conditions, prices are being well maintained for standard manufactured stock, and dealers look for better prices in a few weeks.

INDIANAPOLIS

There has been no marked change in the hardwood situation in this vicinity. Very little actual business has developed, although inquiries are still strong and encourage manufacturers and dealers to anticipate a fair business later. It is expected that the automobile business will show improvement following the New York and Chicago shows. The furniture business is expected to pick up shortly. Building operations promise to resume on a good scale as soon as weather conditions are favorable.

Prices remain almost stationary, and no change is anticipated until business conditions actually warrant changes being made.

MEMPHIS

There has been some increase in the amount of hardwood lumber being produced in this part of the country. The McLean Hardwood Lumber Company at Memphis has recently resumed operations and the Lamb-Fish Lumber Company at Charleston, Miss., has done likewise. Reports from Madison, Ark., say that J. W. Wheeler & Co. are running their plant on full time and there are reports from a number of points in the Memphis territory indicating that there is a tendency toward resuming milling operations. Some of these firms have either brought out or bought considerable quantities of timber and are finding it necessary to begin sawing in order to take care of these logs. There are others who believe that conditions have sufficiently improved to justify operations on a somewhat larger scale, though it is generally conceded that those who hold to this view are in the minority. A number of firms which have done practically no logging and which have been able to finance their holdings of both lumber and timber have consistently refused to resume manufacturing operations and have announced their intention during the past few days of awaiting still further developments before they undertake to put their machinery in operation again.

There have been a number of inquiries since the first of the year and the outlook is regarded as somewhat more favorable. It is pointed out, however, that the improvement is prospective rather than real, and that, so far as the volume of actual bookings is concerned, the gain has been comparatively slight. Most members of the trade are disposed to take an optimistic view of the outlook. There has been virtually no change in the relative position of the various items sold here. The lower grades of cottonwood and gum are in good demand. High-grade cottonwood, including box boards, is in rather limited request and prices are rather unsatisfactory. It was developed at the meeting of the Gum Lumber Manufacturers' Association here last week that there was much interest in red gum but that prices on this, as well as sap gum and box boards, were far from profitable. There is a fairly good demand for cypress in all grades, from shops up. Ash is in fairly active request but offerings are very limited. Export business in the entire hardwood line is at almost a standstill, with no prospect of much progress in that department until there are more ships available to carry lumber tonnage to Europe and until ocean freight rates are much lower.

The Largest Hardwood Sawmill in the World Is Again In Operation

During our few months' shut down we have maintained our usual prompt and efficient service on shipments of

Oak, Gum, Elm & Ash

from the 20,000,000 feet of stock we had in yard at time we stopped sawing.

Our stock is now rapidly assuming normal proportions and we shall welcome inquiries for immediate shipment.

Lamb-Fish Lumber Company

Charleston, Miss.

On the Following Stock We Will Make Special Prices for Prompt Shipment:

300,000 ft.	4/4 No. 1 Com. Poplar	6,000 ft.	16/4 Nos. 1 & 2 Red Birch
35,000 ft.	6/4 No. 1 Com. Poplar	83,000 ft.	4/4 No. 1 Com. White Ash
40,000 ft.	8/4 No. 1 Com. Poplar	73,000 ft.	4/4 Nos. 1 & 2 Plain Red Oak
27,000 ft.	12/4 No. 1 Com. Poplar	240,000 ft.	4/4 No. 1 Com. Red Oak
50,000 ft.	12/4 Sap & Select Poplar	172,000 ft.	4/4 No. 2 Com. Red Oak
18,000 ft.	16/4 Sap & Select Poplar	27,000 ft.	5/4 No. 1 Com. Red Oak
37,000 ft.	12/4 Nos. 1 & 2 Poplar	16,000 ft.	5/4 No. 2 Com. Red Oak
30,000 ft.	5x5 No. 1 Com. Poplar	15,000 ft.	12/4 Nos. 1 & 2 Pl. Red Oak
16,000 ft.	6x6 No. 1 Com. Poplar	75,000 ft.	4/4 Scented Cedar.
36,000 ft.	8/4 Nos. 1 & 2 Wormy Chest		
60,000 ft.	5/4 No. 1 Com. Chest.		
71,000 ft.	6/4 No. 1 Com. Chest.		
6,000 ft.	12/4 Nos. 1 & 2 Red Birch		

The Atlantic Lumber Co.

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All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing
WEST VIRGINIA SPRUCE LUMBER CO.,
Cass, West Virginia.

Fifth Avenue Building,
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Over

One Million Dollars

in savings has been returned its members by the

Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY B. CLARK
Western Representative
Portland, Ore.

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KANSAS CITY, MO.

NASHVILLE

The year 1915 is not far enough advanced to give a good idea of the outlook in the hardwood lumber market, but manufacturers here report a sprinkling of orders that gives indication of improvement in trade. It is expected that the demand will show gradual increase. The general tone of business has a tendency to more activity. A number of the lumber consuming plants are reported to be making plans for increased business, and several of them have resumed. No material change in prices is noted. Production of both logs and lumber continues on a light scale.

BRISTOL

Bristol lumbermen report the situation here a little more encouraging. They expect business to improve more rapidly toward spring. The movement of stock is light, which is probably attributable as much to the low yard stocks in this section as the condition of the lumber market. Some of the lumbermen have lost desirable orders on account of the small stock on hand. Most of the large mills have been idle for several weeks. The manufacturers believe that market conditions will soon justify resuming operations.

LOUISVILLE

Business is getting somewhat better, it appears, for lumbermen report both improved demand and somewhat better prices on certain items. These two, of course, go together, for better demand usually strengthens prices, and on the other hand advancing prices nearly always stimulate the demand. The general tendency of local hardwood men has been to follow the example of leading operators at the southern mills, and quote $1 advances for delivery in February. It is beginning to look as though wholesalers who have accepted contracts covering delivery during the rest of the year on a current price basis, with the idea of being able to pick up the stock on the outside, will have some trouble doing so, particularly at a margin that will enable them to make any money. Lumber values are steadying all along the line, authorities declare, and with a slight increase in consumption there is bound to be a rapid upward movement which will catch those who have been "bears," on the wrong side of the market. Quartered oak, plain white oak, thick poplar and good ash are among the best sellers at present.

MILWAUKEE

Milwaukee wholesale lumbermen say that trade in the hardwood field is beginning to show considerable improvement. Orders are being placed a little more freely and the prospects are much better than they have been for several weeks. Manufacturers and consumers of hardwoods, who were decidedly pessimistic during the latter part of the old year and were predicting that they would be forced to keep their plants closed for several weeks, are now taking a more hopeful view of the situation and are actually placing orders for stocks. Most of the lumber consuming industries have light stocks on hand and it would seem that business from this source ought to be good within the near future. The furniture manufacturers are not placing especially large orders for stock at this time, as business in this line is inclined to be quiet. The outlook is good, however. In view of the promise of extensive building to be carried on next spring, it is expected that the sash and door and general interior finishing concerns will be placing better orders for stock from now on.

Dealers about Wisconsin seem to be inclined to take more interest in the situation and are making good inquiries as well as placing better orders for stock. Wholesalers say that stocks at most retail yards are light, as most dealers bought carefully during the last half of the past year.

Prices are holding firm, a natural result of the light stocks of northern hardwoods and the gradually improving demand. Those concerns holding stocks are confident that higher prices may be expected after the spring business has really opened and for this reason they are not inclined to make any concessions in quotations at this time.

The amount of new building which is being launched in Milwaukee at this time is, of course, very light, but there is every indication that there will be plenty of activity next spring. So much building, planned for last fall, was carried over until spring because of the general business depression, that W. D. Harper, building inspector of Milwaukee, is confident that building figures for the ensuing year will attain a new high mark.

DETROIT

Opinion as to the hardwood trade in Detroit at present varies, some dealers pronouncing trade fair and others reporting the demand still unsteady or apathetic. It is generally agreed, however, that indications point to a revival of trade.

One very favorable indication was the automobile show just closed at Detroit. The general feeling in the automobile trade is for a steady business in 1915, and if such proves to be the case, the good effect is bound to be felt favorably in the hardwood trade. Light cars were prominent in the show, which is a further favorable indication.

Considerable business booked is reported by furniture manufacturers who exhibited at the Grand Rapids mid-winter furniture show. The outlook in this industry is also for the better. Combining the favorable indications evident in these two big Michigan industries, automobile and furniture manufacturing, the outlook in the hardwood market may be truthfully said to be better.

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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

A PITTSBURGH WHOLESALE

Lumber firm wants a young hardwood man with selling ability as well as being a good office correspondent. Also want a couple good traveling men with established trade in white pine and yellow pine in the territory adjacent to Pittsburgh.

Address "BOX 10," care HARDWOOD RECORD.

MANAGER FOR SOUTHERN PLANT

Wanted, for a new up-to-date double band mill cutting high grade timber. None other than a middle-aged, vigorous man of temperate habits, with ripe and successful sawmilling experience, skilled mechanically and capable of caring for every detail from the woods to market will be considered.

One who has seriously studied and sincerely approves the value of modern efficiency in lumbering preferred. State salary expected. Address, "BOX 14," care HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

SALES MANAGER WANTS

position with reliable manufacturer of hardwoods, or will entertain profit-sharing plan with a good wholesaler. Address, "BOX 15," care HARDWOOD RECORD.

LUMBER INSPECTOR—YARD MAN

wants position. Address, "BOX 16," care HARDWOOD RECORD.

LUMBER FOR SALE

WE WANT CUTTING ORDERS FOR

a million feet White Oak—Export stock.
FOSTER LUMBER CO.,
Bessemer Bldg., Pittsburgh, Pa.

WE OFFER FOR PROMPT SHIPMENT

20,000' 6x8"-8' Oak Street Car Ties.
5,000' 7x9"-8'6" White Oak R. R. Ties.
Can cut and ship promptly all kinds of car stock.
FOSTER LUMBER CO.,
Bessemer Bldg., Pittsburgh, Pa.

WE MUST MOVE PROMPTLY

2 cars 6/4 Com. & Btr. Red Oak, 70% 12', balance 8, 9 and 10.
2 cars 4/4 Com. & Btr. Red Oak, 70% 12', balance 8, 9 and 10.
1 car 4/4 Com. & Btr. Chestnut, standard lengths.
500 M' 4/4 log run Oak Boards 8 to 16'.
We will sell the stock cheap.
FOSTER LUMBER CO.,
Bessemer Bldg., Pittsburgh, Pa.

TIMBER WANTED

HARDWOOD TIMBER STUMPAGE

Wanted—from 10 to 20 million feet in Kentucky, Tennessee or West Virginia.

Address, "BOX 128," care HARDWOOD RECORD.

LUMBER WANTED

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg.,
Chicago.

TIMBER FOR SALE

FOR SALE—LARGE TIMBER ON

160 acres Virgin Oak in southwestern Missouri For particulars apply to M. O. MARTIN, 32 N. Prince St., Shippensburg, Pa.

TIMBER FOR SALE

75,000,000 feet White and Red Oak stumpage in northeastern Texas. Low price and easy terms. For information write,
C. E. PHILLIPS, Orange, Texas.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Piqua, Ohio.

LOGS FOR SALE

CLEAR HICKORY LOGS

12" to 24" cut to lengths and delivered at railroad central Michigan.

Address "BOX 17," care HARDWOOD RECORD.

DIMENSION STOCK WANTED

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.
THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio.

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.

Address "BOX 91," care HARDWOOD RECORD.

CLEAR DIMENSION STOCK

Wanted, 5 carloads 2x2 Hard Maple or Birch, 18" and 36" long, 50% each. Five carloads clear Ash, Birch or Hickory, 1½x2, 42" long. State price and how soon you can furnish.
CHAS. H. WHITE & CO., Phila.

WAGON STOCK FOR SALE

HICKORY RIM STRIPS FOR SALE

20,000 pieces $1\frac{3}{16}$"x1¼"x7' long.
J. B. ELLIOTT, Durant, Miss.

WE ARE IN POSITION

to get out a large amount of Oak Wagon plank, tongues, reaches, axles, rim strips, sand boards and bolsters. Write us when in the market. FOSTER LUMBER CO., Bessemer Bldg., Pittsburgh, Pa.

DIMENSION STOCK FOR SALE

DIMENSION STOCK FOR SALE

1 car 2½x2½x22 clear Oak more than a year on sticks at Indiana mill. WISCONSIN SEATING CO., New London, Wis.

WE WILL HAVE FOR DELIVERY

this spring from 60 M to 100 M ft. 1⅝" Beech, Birch and Maple squares in lengths from 60" down.

Also for immediate delivery 10 M ft. 50% each 1x3x48 and 1¼x2x48 clear Hard Maple staves, thoroughly dry and bundled for export.
MOOSE RIVER LBR. CO., Thomson, N. Y.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you

MACHINERY FOR SALE

FOR SALE

1 No. 5 Battle Creek Drag Saw.
1 5 ft. Kiln Fan with engine attached.
1 Wood electric light outfit complete.
1 12x20 engine.
1 Deep well pump.
THE VAIL COOPERAGE CO., Ft. Wayne, Ind.

FOR SALE

2 Reliance Steam Boiler works 66"x18'. Return tubular boiler ⅜" shell, ⅝" head. Lap welded, double riveted with full flush front. Entitled to 100 lbs. steam pressure.
WISCONSIN SEATING CO., New London, Wis.

FOR SALE

Having discontinued operating our Sawmill and Factory, we offer the machinery, including belting, etc., for sale cheap. Write for complete list and prices. WISCONSIN TIMBER & LAND CO., Mattoon, Wisconsin.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered

Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
Nashville, Tenn.

CHICAGO

E. H. KLANN LUMBER CO.

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
FISHER BLDG. HAR. 1187

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Log Hammers.

MAKE BOX SHOOKS

Up to 24" Long, or

LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost
From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.
The Peter Gerlach Co., Cleveland, O.

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8⅝ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.

PRICE LIST

Aluminum Tally Covers, each - -	$ 1.00
Aluminum Tally Covers, per dozen - -	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

Hardwood Consumers' Requirements for 1915

The business depression of the past year has compelled the woodworker to economize wherever possible. He has tried to save money by looking for the cheapest raw material that would meet his requirements. As a result, changes in kinds, grades and dimensions of hardwoods used for 1915 will be more marked and widespread than ever.

The most effective sales corps is the one which has most complete knowledge of customers' needs — a mediocre salesman with this information can make a better showing than the class A man who hasn't it.

A $40,000 investment in collecting and compiling just this information proves to us that no company can afford to individually maintain such a service on a thoroughly effective basis. We offer you the opportunity of protecting your selling investment by providing it for you — all filed for quick reference and instant use.

It is now being corrected throughout for 1915 changes and will be ready for use in revised form in a couple of weeks.

Don't overlook this chance of making the work of your sales department more effective at very little cost.

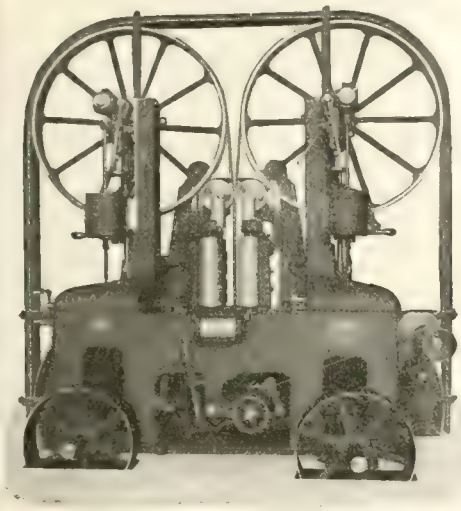
WRITE FOR PARTICULARS

Hardwood Record, Chicago, Ill.

The revised information is of course most effective while fresh

NOTHING BETTER

a Specialty—~~Not a Side Line~~ BAND RESAWS



Heavy 54-in. Twin Band Resaw

Chicago, Ills., Nov. 14, 1914.

Dear Sir:

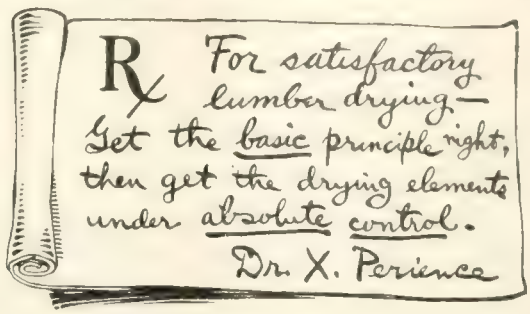
With reference to the Mershon Twin Band Saws, we are using two of these with the very best success. We can cut the stock just as accurately on these double bands as it is possible to do on any single band that we have ever operated, and we do not believe there is a single band saw built that will do any better work than these twin bands.

Our experience with them has been very satisfactory, and we have no doubt your work will be the same. Yours very truly,

Rathborne, Hair & Ridgway Co.

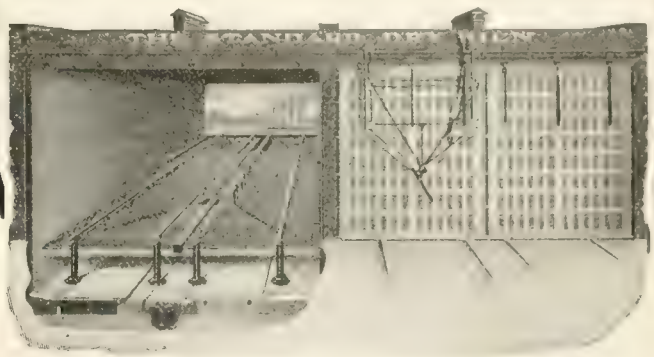
WM. B. MERSHON & Co.

SAGINAW MICHIGAN



Or in other words: For satisfactory drying of FINE HARDWOOD LUMBER, use The Standard Moist Air Dry Kiln.

Write for interesting catalog and 64-page List of Users. Address: The Standard Dry Kiln Company, 1559 McCarty St., Indianapolis, Ind.



Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.

EAU CLAIRE WISCONSIN

LIDGERWOOD

LOGS AT MILL AT LOWEST COST

SKIDDERS

Lidgerwod Manufacturing Company, 96 Liberty Street, New York

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Sliced Quartered Oak
Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.
P. B. RAYMOND, General Manager, Knoxville, Tenn.

B. C. JARRELL & CO.

MANUFACTURERS OF

High Grade, Rotary-Cut Gum

VENEERS

Cut right; dried right; prices right

HUMBOLDT, · TENNESSEE

OUR
BIRCH VENEERS
ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

Door Panels
Three and Five Ply
All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for Immediate Shipment

Geo. L. Waetjen & Co.
Milwaukee Wisconsin

TOMAHAWK VENEER & BOX CO.
Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties
TOMAHAWK WRITE FOR PRICES. WISCONSIN

What Veneer and Panel Consumers Will Use in 1915

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1915 requirements.

The information contained is all first hand and **guaranteed to be authentic.** It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and **let us** give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods **PHILLIPS, WIS.**

At the Landing

BIRCH & MAPLE

Ready for Immediate Shipment

700,000 ft. 4/4 No. 2 Com. & Bet. Unsel. Birch
100,000 ft. 5/4 No. 2 Com. & Bet. Unsel. Birch
200,000 ft. 6/4 No. 2 Com. & Bet. Unsel. Birch
75,000 ft. 4/4 No. 3 Common Unsel. Birch
90,000 ft. 6/4 No. 3 Common Unsel. Birch
500,000 ft. 4/4 No. 2 Com. & Bet. Hard Maple
50,000 ft. 5/4 No. 2 Com. & Bet. Hard Maple
80,000 ft. 6/4 No. 2 Com. & Bet. Hard Maple
300,000 ft. 4/4 No. 3 Common Hard Maple
17,000 ft. 6/4 No. 3 Common Hard Maple

The above was carefully manufactured in our own BAND MILL here at New London.

YOU'LL DO WELL TO WRITE US BEFORE BUYING

HATTEN LUMBER COMPANY

New London **Wisconsin**

Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

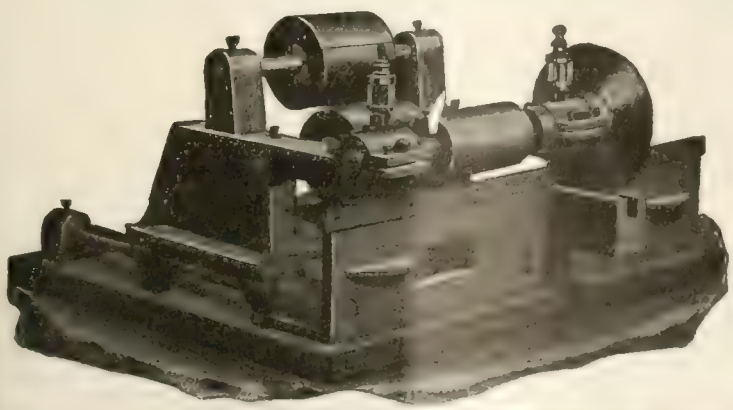
BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.



BUTTING SAW

for

Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.

CADILLAC, MICH.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

We want to move the following:

4 cars 8/4 No. 2 Common & Better Soft Maple.
5 cars 4/4 No. 1 Common Basswood.
4 cars 6/4 No. 2 Common Elm.
4 cars 8/4 No. 1 Common Hard Maple.
1 car 10/4 No. 1 and No. 2 Common Hard Maple.
5 cars 5/4 No. 2 Common & Better Beech.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

100 M 4/4 End Dried White Maple
10 M 5/4 End Dried White Maple
30 M 6/4 End Dried White Maple
40 M 8/4 End Dried White Maple
24 M 1st and 2nds Hard Maple 4/4 12 ft.
30 M 6/4 Common and Better Hard Maple
50 M 8/4 Common and Better Hard Maple
25 M 10/4 Common and Better Hard Maple
50 M 12/4 Common and Better Hard Maple
30 M 16/4 Common and Better Hard Maple

FULL THICKNESS BAND SAWN QUICK SHIPMENT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

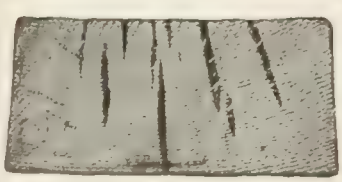
100 M ft. 6" and wider Common and Better 4/4 Maple.
100 M ft. 6" and wider Common and Better 6/4 Maple.
100 M ft. 8/4 No. 2 Common and Better Maple.
100 M ft. 8/4 No. 3 Rock Elm.
100 M ft. 8/4 No. 2 Common and Better Rock Elm.
100 M ft. 6/4 No. 2 Common and Better Rock Elm.
50 M ft. 5/4 No. 3 Com. Basswood.
100 M ft. 6/4 No. 2 Common and Better Birch.
100 M ft. 5/4 No. 2 Common and Better Birch.
100 M ft. 4/4 No. 2 Common and Better Birch.
25 M ft. 10/4 No. 1 Common and Better Soft Elm.
15 M ft. 10/4 No. 2 Common and Better Birch.
15 M ft. 12/4 No. 2 Common and Better Birch.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

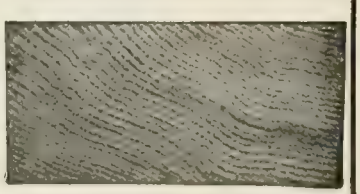


Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
SPECIALTIES:
Gray Elm, Brown Ash
Pacific Coast Fir and Spruce
2 ARTHUR STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
Oak, Ash and Poplar
932 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure.
The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

J.V. Stimson Mills

J. V. STIMSON - - - - Huntingburg, Ind.
J. V. STIMSON HARDWOOD CO., Memphis, Tenn.
STIMSON VENEER & LUMBER CO. Memphis, Tenn.

Entire Line of WELL MANUFACTURED

Hardwood Lumber

From 3/8" thick up, in Dry Stock, including

OAK and RED GUM

——PLAIN AND QUARTER SAWN——

Walnut, Poplar, Hickory, Ash Elm and Maple

and

ROTARY VENEERS

In Any Dimension Desired

ABC AND WESTERN UNION CODES

ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

¶ It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

150,000 ft. 4/4 Firsts and Seconds	WHITE OAK
220,000 ft. 4/4 No. 1 Common	WHITE OAK
160,000 ft. 4/4 No. 2 Common	WHITE OAK
45,000 ft. 5/4 Firsts and Seconds	WHITE OAK
85,000 ft. 4/4 Firsts and Seconds	RED OAK
150,000 ft. 4/4 No. 1 Common	RED OAK
100,000 ft. 4/4 No. 2 Common	RED OAK
100,000 ft. 4/4 Sound No. 3	OAK

We also have a circular mill, from which we are offering the following stock:

75,000 ft. 4/4 No. 1 Common Red Oak
125,000 ft. 4/4 No. 2 Common Red Oak
25,000 ft. 4/4 No. 1 Common White Oak
70,000 ft. 4/4 No. 2 Common White Oak

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

THIS SPACE FOR SALE

Hardwood Record

Twentieth Year, Semi-Monthly.

CHICAGO, FEBRUARY 10, 1915

Subscription $2.
Single Copies, 10 Cents.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER

J. Gibson McIlvain & Company

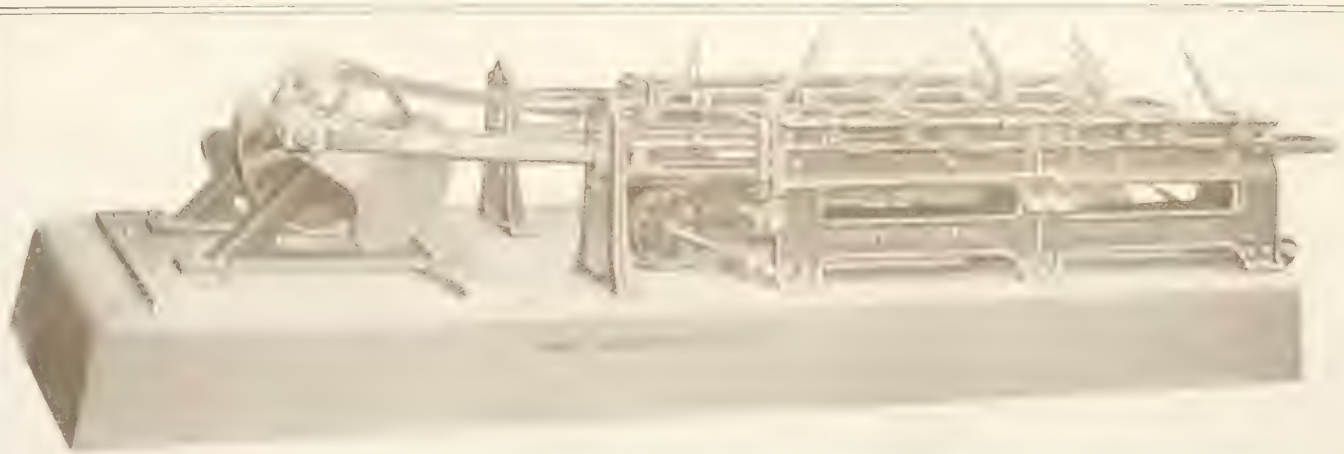
1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*



One Man on the Klines Horizontal Beat Two Men on 10 to 12 Uprights

Write for our book that backs the above assertion with mechanical facts, and letters from users.

LUMBER MANUFACTURERS:
Utilize your waste material
WOODWORKERS AND MATTRESS MAKERS:
Make your own excelsior

Let the Kline Booklet tell you how

Kline's Eight Block Excelsior Machines

ALPENA INDUSTRIAL WORKS, ALPENA, MICH.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Dry No. 2 Common Basswood

WE HAVE SEVERAL HUNDRED THOUSAND FEET OF DRY 4/4 No. 2 COMMON BASSWOOD AND WOULD LIKE TO MOVE IT AS SOON AS POSSIBLE. WE NEED THE PILING SPACE FOR LUMBER WE ARE NOW SAWING. THE LUMBER IS WELL MANUFACTURED AND IN GOOD CONDITION.

COBBS & MITCHELL, Inc.

CADILLAC MICHIGAN

SALES DEPARTMENT

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.

CADILLAC, MICH.

SALES DEPARTMENT

Service "STEARNS QUALITY LUDINGTON" First

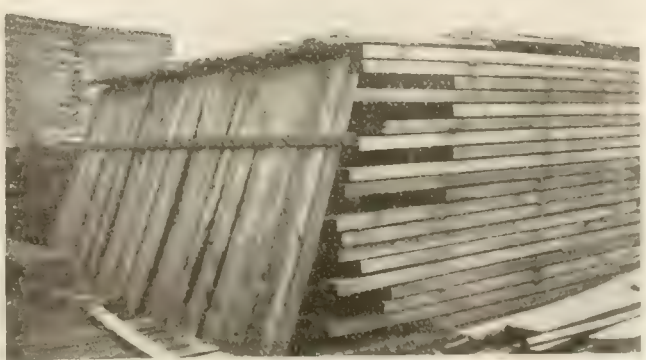
HARDWOOD SPECIALISTS

The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

Soft Gray Elm

Noted especially for soft texture, straight grain, bending and resisting qualities.



METHOD OF PILING THICK ELM

OUR LIST OF

Dry Stock

	Av. Width
45 M 4/4 FAS	9"
49 M 6/4 FAS	9½"
76 M 8/4 FAS.	10"
28 M 10/4 FAS	10½"
61 M 12/4 FAS	11"
52 M 16/4 FAS	11½"
90 M 4/4 No. 1 Com.	8"
18 M 6/4 No. 1 Com.	8"
38 M 8/4 No. 1 Com.	9"
12 M 10/4 No. 1 Com.	9½"
29 M 12/4 No. 1 Com.	10"
24 M 16/4 No. 1 Com	11"
70 M 4/4 No. 2 Com	7"
65 M 4/4 No. 3 Com.	7"

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

"You Can Get It in Louisville"

The "For Sale" Sign is on This Lumber

If you are in the market for hardwoods of any description, scrutinize these stocklists carefully. You will probably be able to find what you want, and you can get it at a price that will be thoroughly satisfactory to you and your customer. The houses whose lumber is listed are leading concerns in the Louisville market, and when you buy from them you get satisfaction.

NORTH VERNON LUMBER COMPANY

We have on hand good stocks of the following bone dry lumber:

Quartered white oak, 5-8, 3-4, 4-4, 5-4 and 6-4, 1s and 2s and common.
Plain white oak, 5-8 and 4-4, 1s and 2s and common.
Plain red oak, 5-8, 3-4, 4-4 and 5-4, 1s and 2s and common.
Ash, 5-8, 4-4, 5-4, 6-4 and 10-4, 1s and 2s and common.
Poplar, 5-8 and 4-4, 1s and 2s and common.
Cottonwood, 5-8, 1s and 2s and common; 4-4, No 2 and No. 3 common.

CHURCHILL-MILTON LUMBER COMPANY

Has the following at its Louisiana mills:

250,000 feet 4-4 and 8-4 Louisiana red cypress.
150,000 feet 4-4 sap gum.
200,000 feet 4-4 1s and 2s tupelo.
100,000 feet 4-4 tupelo boxboards, 13 in. to 17 in wide.
350,000 feet 4-4 No. 2 common and better plain red oak.
75,000 feet 3-4 No. 1 common and better plain red oak.
150,000 feet 1 in. to 3 in. No. 1 common and better white ash.

The following stock is at the Louisville yards:

300,000 feet 4-4 to 3 in. No. 1 common and better yellow poplar.
200,000 feet 6-4 to 8-4 log run hickory.
150,000 feet 4-4 to 4 in. common and better red maple.
400,000 feet 4-4 to 8-4 plain red and white oak.
200,000 feet 4-4 to 8-4 quartered white oak.

EDWARD L. DAVIS LUMBER COMPANY

100,000 feet 4-4 1s and 2s quartered white oak.
100,000 feet 4-4 No. 2 common quartered white oak.
100,000 feet 4-4 1s and 2s plain red oak.
100,000 feet 4-4 No. 2 common plain red oak.
50,000 feet 8-4 No. 1 common hickory.
50,000 feet 8-4 No. 2 common hickory.
50,000 feet 8-4 No. 1 common ash.

NORMAN LUMBER COMPANY

(Mills at Holly Ridge, La.)

175,000 feet 12-4 log run elm.
110,000 feet 8-4 log run hickory.
60,000 feet 6-4 log run hickory.
66,000 feet 4-4 1s and 2s red gum.
15,000 feet 5-4 1s and 2s red gum.
400,000 feet 4-4 No. 1 common red gum.
100,000 feet 4-4 1s and 2s sap gum.
100,000 feet 5-4 1s and 2s sap gum.
350,000 feet 4-4 No. 1 common sap gum.
500,000 feet 4-4 No. 1 common plain red oak.
130,000 feet 5-4 No. 1 common plain red oak.
40,000 feet 6-4 No. 1 common plain red oak.
10,000 feet 7-4 No. 1 common plain red oak.

BOOKER-CECIL LUMBER COMPANY

210,000 feet 4-4 No. 2 common and better plain oak.
20,000 feet 5-4 No. 2 common and better plain oak.
30,000 6-4 No. 2 common and better plain oak.
75,000 feet 8-4 No. 2 common and better plain oak.
15,000 feet 4-4 1s and 2s quartered white oak.
50,000 feet 4-4 No. 1 common quartered white oak.
25,000 feet 5, 6 and 8-4 common and better quartered white oak.
200,000 feet 1-in. to 4-in. common and better poplar.
80,000 1-in. to 6-in. common and better ash.
25,000 feet 4-4 No. 1 common chestnut.
40,000 feet 8-4 No. 1 common and better maple.

W. P. BROWN & SONS LUMBER COMPANY

Offers all grades of the following:

4-4 to 8-4 plain red gum and quartered red gum.
5-8 to 8-4 sap gum.
5-8 to 16-4 plain red or white oak.
5-8 to 8-4 quartered or white oak.
5-8 to 16-4 poplar.
4-4 to 16-4 ash.
4-4 to 8-4 chestnut.
Alabama short leaf yellow pine—all grades and thicknesses.
Can ship in mixed cars.

THE LOUISVILLE VENEER MILLS

35,000 feet 4-4 quartered white oak.
51,000 feet 5-8 quartered white oak.
23,000 feet 4-4 quartered white oak strips.
56,000 feet 4-4 poplar.
10,000 feet 6-4 and 8-4 poplar.
45,000 feet 5-8 poplar.
58,000 feet 4-4 sap gum.
5,000 feet 5-8 sap gum.
27,000 feet 4-4 red gum.
10,600 feet 5-4 and 6-4 red gum.
25,000 feet 4-4 quartered red gum.
20,000 feet 4-4 American walnut.
13,000 feet 8-4 plain white oak.
128,000 feet 4-4 plain white oak.
200,000 feet 4-4 chestnut.

STEMMELEN BROS. & FULLENLOVE COMPANY

1 car 4-4 1s and 2s quartered white oak.
2 cars 4-4 No. 1 common quartered white oak.
1 car 6-4 1s and 2s quartered white oak.
1 car 6-4 No. 1 common quartered white oak.
2 cars 4-4 No. 1 common quartered red oak.
1 car 4-in. common and better ash.
1 car 10-4 common and better ash.
1 car 2-in. common and better ash.
2 cars 4-4 1s and 2s ash.
1 car 5-4 1s and 2s poplar, 12-in. and up wide.
2 cars 5-4 No. 1 common poplar.
1 car 3-in. 1s and 2s maple.
2 cars 6-4 common and better cypress.
10 cars 4-4 No. 1 common plain oak.
2 cars 4-4 plain oak tie sidings.

"You Can Get It in Louisville"

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY,
CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

CIRCASSIAN
AMERICAN **WALNUT**

R. S. BACON VENEER CO.
Veneer Mill and Warehouse
213 N. Ann St. : : : CHICAGO

MAHOGANY

Clarence Boyle, Inc., 312 Portland Block Chicago
WHOLESALE LUMBER
Always in the market for OAK, GUM and POPLAR

WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.
BY THE CARLOAD OR L. C. L.
MILLIONS OF FEET ON HAND AT ALL TIMES
WRITE US ABOUT IT
J. J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established 1878
608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
30,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
18,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
20,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

OAK FLOORING

60,000' ⅜"x1½" Clear Plain White
150,000' ⅜"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' ⅜"x1½" Clear Plain Red
200,000' ⅜"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

Plenty of Walnut, Mr. Manufacturer!

The hundred or more furniture manufacturers who are making walnut goods, and who are already demonstrating to their complete satisfaction the fact that the trade and the public favor furniture of this material, may rest assured that the supply will be ample for all the demands which may be made upon it. The production of 50,000,000 board feet a year which is proven by U. S. Government statistics, is steady, consistent and reliable; and consumers of both lumber and veneers will be able to get any amount which may be required for their trade. The lumber shown below is dry and ready to ship, and is backed up by facilities for increasing the supply as the demand requires.

Frank Purcell

Kansas City, Missouri

PRIME WALNUT LOGS FOR EXPORT
FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

Sanders & Egbert Company

Goshen, Indiana

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
1/2"	30,000′	1/2"	18,000′
5/8"	30,000′	5/8"	17,000′
3/4"	50,000′	4/4"	22,000′
4/4"	25,000′	5/4"	11,500′
5/4"	6,350′	6/4"	2,700′
6/4"	6,000′	8/4"	14,300′
8/4"	8,300′		
4/4" Clear Face	14,200′		

NO. 2 COMMON

1/2"	4,500′	7/8"	200′
5/8"	2,500′	5/4"	4,100′
3/4"	22,600′	6/4"	900′
4/4" Shorts	10,000′		

Pickrel Walnut Company

St. Louis, Missouri

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/4"	18,000′	3/4"	22,000′
4/4"	87,000′	4/4"	72,000′
5/4"	10,000′	5/4"	19,000′
6/4"	17,000′	6/4"	12,000′
8/4"	9,000′	8/4"	9,000′
10/4"	800′	10/4"	3,500′
12/4"	500′	12/4"	2,000′

Any Quantity, Any Thickness of No. 2 Common Walnut
Rohanized Dry Lumber Always in Stock

VENEERS

Any Quantity, both in Long Wood and Butts

Penrod Walnut & Veneer Co.

Kansas City, Missouri

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	40,000′	5/8"	40,000′
3/4"	49,000′	3/4"	50,000′
4/4"	73,000′	4/4"	300,000′
5/4"	12,000′	5/4"	30,000′
6/4"	8,000′	6/4"	14,000′
8/4"	11,000′	8/4"	3,000′
10/4"	1,800′	10/4"	3,000′

KRAETZER CURED LUMBER
In Stock, Ready for Shipment
THREE MILLION FEET
of Figured Walnut Butt Veneer
and
TWO MILLION FEET
of Figured Walnut Long Veneer
We Furnish Plain Walnut—Any Thickness—Cut to Size

H. A. McCowen & Company

Louisville, Ky.

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8"	110,000′	4/4"	420,000′
3/4"	135,000′	5/4"	110,000′
4/4"	292,000′	6/4"	89,000′
5/4"	82,000′	8/4"	62,000′
6/4"	46,000′	9/4"	4,000′
8/4"	41,000′	10/4"	3,000′
9/4"	7,000′	12/4"	3,000′
10/4"	3,500′	16/4"	1,200′
12/4"	7,000′		
16/4"	3,200′		

All Thicknesses in No. 2 Common

Theodor Francke Erben, G. m. b. H.

Cincinnati, Ohio

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/8"	24,000′	3/8"	37,000′
1/2"	136,000′	1/2"	87,000′
5/8"	173,000′	5/8"	51,000′
3/4"	92,000′	3/4"	82,000′
4/4"	66,000′	4/4"	110,000′
5/4"	15,000′	5/4"	25,000′
6/4"	19,000′	6/4"	40,000′
8/4"	28,000′	8/4"	80,000′
10/4"	2,000′	10-12/4"	4,000′
12/4"	3,000′		
16/4"	1,300′		

NO. 2 COMMON

3/4"	23,000′
4/4"	40,000′
5/4"	35,000′

Geo. W. Hartzell

Piqua, Ohio

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/4"	21,000′	5/8"	37,000′
4/4"	11,000′	3/4"	11,500′
5/4"	13,500′	4/4"	67,000′
6/4"	12,300′	5/4"	21,500′
8/4"	23,000′	6/4"	17,700′
9/4"	24,500′	8/4"	23,600′
10/4"	17,600′	10/4"	11,000′
12/4"	7,000′	12/4"	3,000′
16/4"	3,500′	16/4"	1,000′
4/4" Clear Face, 6" & up			48,000′
4/4 to 16/4" No. 2 Common			35,000′

VENEERS

Good Assortment of Figured Butts, Long Figured Wood and Plain Wood Ready for Immediate Shipment

East St. Louis Walnut Co.

East St. Louis, Illinois

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/8"	50,000′	3/8"	50,000′
1/2"	100,000′	1/2"	25,000′
5/8"	150,000′	5/8"	80,000′
3/4"	115,000′	3/4"	150,000′
4/4"	110,000′	4/4"	160,000′
5/4"	40,000′	5/4"	45,000′
6/4"	14,000′	6/4"	27,000′
12/4"	12,000′	8/4"	15,000′
16/4"	4,000′	10/4"	3,000′
		12/4"	9,000′
		16/4"	1,000′

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Band Sawn Hardwoods

WE PRODUCE OUR OWN STOCKS

Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

A Few Items We Want to Move:

10 Cars	4/4"x 6"	to 12" 1st & 2nds Cottonwood.
8 Cars	4/4"x13"	to 17" 1st & 2nds Cottonwood.
6 Cars	4/4"x18"	to 22" 1st & 2nds Cottonwood.
10 Cars	4/4"x13"	to 17" Cottonwood Box Boards.
5 Cars	4/4"x 9"	to 12" Cottonwood Box Boards.
5 Cars	5/4"x 6"	to 12" 1st & 2nds Cottonwood.
8 Cars	6/4"x 6"	& wider 1st & 2nds Cottonwood.
3 Cars	8/4"x 6"	& wider 1st & 2nds Cottonwood.
2 Cars	3/8"x 6"	& wider 1st & 2nds Plain White Oak.
2 Cars	1/2"x 6"	& wider 1st & 2nds Plain White Oak
3 Cars	5/8"x 6"	& wider 1st & 2nds Plain White Oak.
2 Cars	3/4"x 6"	& wider 1st & 2nds Plain White Oak.
2 Cars	4/4"x 6"	& wider 1st & 2nds Plain White Oak.
2 Cars	5/4"	Log Run Soft Maple.
5 Cars	12/4"	Log Run Soft Maple.
2 Cars	3/8"x 6"	& wider 1st & 2nds Red Gum.
2 Cars	1/2"x 6"	& wider 1st & 2nds Red Gum.
3 Cars	5/8"x 6"	& wider 1st & 2nds Red Gum.
2 Cars	3/4"x 6"	& wider 1st & 2nds Red Gum.
7 Cars	4/4"x 6"	& wider 1st & 2nds Red Gum.
2 Cars	5/4"x 6"	& wider 1st & 2nds Red Gum.
1 Car	6/4"x 6"	& wider 1st & 2nds Red Gum.
1 Car	8/4"x 6"	& wider 1st & 2nds Red Gum.
1 Car	3/8"x 4"	& wider No. 1 Com. Red Gum.
1 Car	5/8"x 4"	& wider No. 1 Com. Red Gum.
1 Car	3/4"x 4"	& wider No. 1 Com Red Gum.
6 Cars	4/4"x 4"	& wider No. 1 Com. Red Gum.
2 Cars	5/4"x 4"	& wider No. 1 Com. Red Gum.
1 Car	6/4"x 4"	& wider No. 1 Com. Red Gum.
2 Cars	3/8"x 6"	& wider 1st & 2nds Sap Gum.
3 Cars	3/4"x 6"	& wider 1st & 2nds Sap Gum.
3 Cars	4/4"x13"	& wider No. 1 Com. Sap Gum.
5 Cars	5/4"	Log Run Plain Sycamore.
6 Cars	3/4"	1st & 2nds Plain Red Oak.
8 Cars	4/4"	1st & 2nds Plain Red Oak.
2 Cars	5/8"	1st & 2nds Plain Red Oak.
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20M ft 6/4 No. 3 Common Maple
100,000 ft. 4/4 No. 1 & No. 2 Common Birch.
75,000 ft. 4/4 No. 3 Common Birch.
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
500,000 ft. 5/4 No. 3 Common Beech.
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
50M ft. 6/4 No. 3 Common Elm
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10/4 1s & 2s, 8" and up.....163,200 ft.
8/4 1s & 2s, 8" and up.....180,200 ft.
8/4 No. 1 Com., 8" and up.....8,200 ft.
8/4 heart culls.....72,000 ft.
6/4 1s & 2s, 8" and up.....286,000 ft.
5/4 1s & 2s, 8" and up.....166,800 ft.
5/4 Bird's Eye.....920 ft.
4/4 Bird's Eye.....480 ft.
4/4 White.....97,500 ft.
4/4 1s & 2s, 8" and up.....650,000 ft.
4/4 Heart culls.....61,200 ft.
4/4 Plank trim.....37,000 ft.

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5/4 No. 3 Com.....3,000 ft.
4/4 No. 1 Com.....52,000 ft.
4/4 No. 2 C. & B.....180,200 ft.
4/4 No. 2 Com.....28,000 ft.
4/4 No. 3 Com.....93,500 ft.

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6/4 No. 2 C. & B.....35,000 ft.
6/4 No. 3 Com.....68,000 ft.
5/4 No. 2 C. & B.....409,000 ft.
5/4 No. 3 Com.....31,000 ft.
4/4 No. 1 C. & B.....53,000 ft.
4/4 No. 2 & 3 Com.....859,000 ft.
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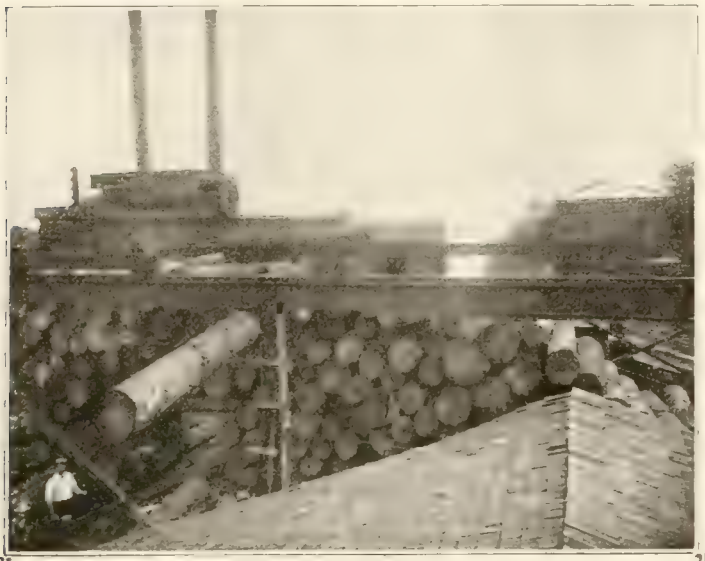

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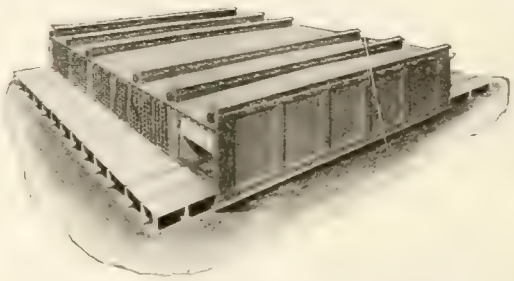

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Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Telephones: Harrison 8086-8087-8088

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Review and Outlook

General Market Conditions

LUMBERMEN GENERALLY, in expressing disappointment at the lack of anticipated revival after the first of the year, are overlooking the fact that only a little over a month has elapsed since 1915 came in and that during that period there have been numerous circumstances which have had a natural tendency to hold up trade. With the factory end the furniture shows had a very retarding influence, and inasmuch as quite a number of furniture manufacturers were disappointed at the outcome this influence has continued to be felt. However, too much stress has been laid on this disappointment and too little emphasis given to the experiences of those manufacturers who closed up some remarkably good orders for their lines, which has resulted in their resuming manufacture on a practically normal basis. It can be said with absolute truth that those cases are not exceptions by any means, and any statement that shows this year was not disappointing on the whole can be taken as based on real facts. The trouble with the situation is that a good many have been anticipating that an improvement in business would mean a return to normal sales for them and that the other fellow would probably have to stand the gaff of continued laxity in orders. As a matter of fact the increase in activity among the factory trade has resulted in the spreading out of orders over the entire trade, inasmuch as the tendency to shop for lumber is still a prominent feature of the buying market. As a consequence, while there has been an improvement it has been so spread out that no one has had a sufficient increase in business to justify the confident hope of marked augmenting of volume of trade, and quite a few lumbermen have become rather discouraged, apparently not realizing that any improvement in the situation must necessarily be very gradual.

As a matter of fact the railroads have continued to put out frequent inquiries for various classes of stock, and quotations are in the main still unattractive to those who can afford to hold their lumber for prices that represent real value. This condition has prevailed in many other lines in the factory and yard trade and there continues to be a considerable amount of cut price business placed.

An accurate analysis of actual conditions and reasons is still difficult. Experiences are so diversified and business so widely different that any kind of a representative estimate is next to impossible.

Any changes that have taken place in the demand for respective hardwoods have retained them on the same comparative plane of demand. Quartered oak is still in pretty fair shape and all box lumber is moving in a satisfactory manner. Some mills in the North and South have a great deal of lumber on hand, but it is a fact that the curtailment which has been nation-wide has materially cut down stocks at all mill points. The continued policy of buying for immediate use at the yards and factories has prevented any general piling up of stocks at receiving ends. The consequence is that with a moderate resumption of business a great many lines will be seriously broken, and a firmer price level will consequently come into effect.

The Cover Picture

THE PICTURE WHICH ILLUSTRATES this number of HARDWOOD RECORD shows the Capitol at Washington under winter conditions, but the central object, from the timber standpoint, is the fine specimen of white elm in the foreground. This is the species which supplies the bulk of the elm lumber which reaches the markets of this country. Three other elms contribute to the lumber output, but white elm, which is known also as gray elm, is the commonest and of most importance. This tree grows throughout the whole eastern half of the United States, and when at its best is one of the largest hardwoods.

The elm that grows under forest conditions is tall and the trunk is usually free from limbs two-thirds of its length. Such a tree is quite different in form from one that grows in the open, like that in the illustration. Some of the finest shade trees of northern and eastern states are white elms. The branches spread enormously, and yet rise at sharp angles and shoot up to a great height. In that respect they differ from the branching habits of southern live oaks whose limbs extend horizontally or rise slightly. In horizontal extent of limbs the live oak probably surpasses this elm, but it is much inferior when both height and spread are considered. A century ago Michaux, the botanist, pronounced the white elm to be "the most magnificent vegetable of the temperate zone," and few persons are inclined to pronounce a different judgment.

In the northeastern states, particularly in New York and New England, planted elms, as well as those spared when the original forests were cleared, have been growing in parks and along highways during two hundred years. Trees of that age are still in good health and are growing vigorously. Many have attained gigantic proportions, with trunks from four to six feet in diameter, and others are from seven to nine feet. Some of the branches are as large as ordinary trees, and the extreme heights of such elms considerably exceed one hundred feet.

The elm which is featured in the picture is young. It was probably planted at about the close of the Civil war. When two hundred years have been added to its age, and growth has continued steadily during that time, as doubtless will be the case, barring accidents, it will be an object which will attract much more than passing notice.

The Capitol grounds have been planted with characteristic trees, not only from American forests, but from many countries. They are

not growing under forest conditions, crowded together and cramped for space; but they are arranged in the open where light and soil are sufficient and every line of beauty will be developed. The visitor to the nation's capital city, if he is interested in trees, misses a rare opportunity if he does not spend some time in the capitol grounds making or renewing acquaintance with the trees. That is easily done, because most of the species have their names on attached plates for ready reference.

The Tendency Unmistakable

THE TENDENCY TOWARD BETTER BUSINESS conditions is unmistakable. It is seen in the multiplication of recent orders for railroad material. Some of these orders are for domestic use, others are from foreign countries; but in both instances the work is coming to American shops, American labor is being employed, and home material is being used. That which foreign buyers are sending to us for manufacture is not war appliances, but consists of supplies needed by railroads in those countries. If foreign people are so busy fighting that they cannot make their own cars and locomotives, they will find facilities in the United States for doing the work; and at the same time our factories will be able to supply the needs of the home markets.

The following list of orders for railroad supplies which have reached American factories since the beginning of the year furnishes an unanswerable argument that industrial improvement is at hand:

Russian government, freight cars	$12,000,000
Pennsylvania railroad, freight cars	12,000,000
Burlington road, cars and rails	4,000,000
Illinois Central road	3,750,000
Southern Pacific road, rails	900,000
Erie road, rails	900,000
Pennsylvania Tank Company, cars	800,000
Chicago & Northwestern, rails	800,000
Baltimore & Ohio road, rails	725,000
Swift & Co., cars	700,000
Mather Stock Car, cars	500,000
Boston & Maine road, rails	450,000
Chilean government, cars	250,000
French government, locomotives	200,000
Serbian government, locomotives	200,000

There has been a superabundance of prophecy that business improvement is on the way, but the receipt of the orders themselves is the best evidence that the prophecies are nearing fulfillment. The foregoing list of fifteen orders aggregates more than $38,000,000, and a large number of smaller orders makes $25,000,000 more, or $63,000,000 in all, in business coming to manufacturers of railroad supplies in this country in a few days.

When other lines of activities are considered, it can easily be seen that the total amount of new business coming to the country's industries is sufficient to make its influence felt from one end of the land to the other. The wait for the return of prosperity has been long and the first auspicious signs of its coming will meet a genuine welcome.

Lumber Sold Without Grading

IT MAY NOT BE GENERALLY KNOWN that fully one-tenth of all the lumber bought and sold in the United States falls under none of the many grading rules in use in this country. This is the lumber that goes to box factories. Some of it is the culls, rejects, and left-overs after the regular grades have been taken out, and some of it consists of millrun where everything which the log makes goes into one pile to be sold without sorting, and some consists of odds and ends from many sources.

The industry which makes boxes is second largest of all the wood-using industries of the country. The yearly total exceeds four and a half billion feet. That is nearly four times as much wood as is consumed by all factories in the United States engaged in the manufacture of steam and electric cars of all kinds. It is five fold as great as the whole supply going to furniture factories in this country; six times greater than the vehicle stock; and greater than the combined demand for lumber by the fifty other industries which use wood as raw material. The only industry which uses more lumber than is worked into boxes is that which makes planing mill products, such as flooring, ceiling, siding, and general millwork.

Many a time the box maker saves the sawmill from serious loss. He buys what the mill can sell to no one else. It may be easily imagined what the result would be if box makers were not in the market for lumber. One-tenth of all the stuff sawed would be unsalable. Few sawmills could stand that loss.

It is fortunate that box factories are distributed in all timbered parts of the country. They furnish a convenient market for the low grade stuff which every mill has on hand and which it is anxious to sell. If box factories were not near, this lumber could not be sold, because it cannot pay freight on long hauls. The box factory may ship its shooks hundreds or even thousands of miles to reach a market, but box lumber cannot make that journey and pay the freight.

Box makers as a whole are not exacting in their demands. They take hardwoods and softwoods. There is not an important tree species in the United States which does not go to box factories somewhere. If a maker who produces a certain kind of box must reject a few unsuitable woods, another maker will take them, and they are not left to rot at the sawmill because no box man wants them. Knots, shakes and wanes can be cut out with a minimum of waste, because so many dimensions go into boxes that the waste is remarkably small, considering the heterogeneous class of lumber that goes to the box factory. It is a mixture of all grades, of all lengths, breadths and thicknesses, all colors, weights, strengths and species; and the remarkable thing is that between four and five billion feet of this miscellaneous mass are bought, manufactured and distributed as finished boxes from end to end of the land, with the transactions moving as regularly as clockwork.

What Ocean Rate Increases Mean to America

SPEAKING IN TERMS OF COST per hundred pounds shipped, the remarkable increases in ocean freight rates which began immediately upon the outbreak of the present war cannot carry the significance to the average mind they would if put into total figures. The vast importance of this condition to the American public and its really vital effect upon their pocketbooks is seen in the statistics compiled by Secretaries McAdoo and Redfield and recently presented to the Senate. In some cases the increases have amounted to 900 and even 1,150 per cent since the beginning of the war, and according to the report in one year on the basis of exports maintained on a 1914 level the increased rates will make a charge of $216,224,000 on American shippers, and if imports be included on the same basis the increased rates would reach $314,864,000, or 141.6 per cent over the usual cost. If normal rates were taken in conjunction with abnormal rates on the same basis, the freight charge on both exports and imports in one year would make a grand total of $532,110,000.

This means that just that much money is taken out of the pockets of the American people to pay steamship owners abroad.

In the lumber field the situation has a well-recognized effect in that steamship lines will not even consider figuring on shipments of lumber on account of the higher level of rates prevailing on cotton shipments, which, of course, has absolutely closed up any export trade that might legitimately be carried on during present depressed conditions in the home market.

These significant figures are contained in a letter issued by George D. Burgess, president of the National Lumber Exporters' Association, in which he refers to resolutions adopted at that association's recent meeting at Memphis urging immediate legislation to remedy that situation.

The two remedial courses which have so far been presented have been either to purchase outright ships of belligerent countries now tied up in our ports, or to subsidize home building with the idea of building up our own merchant marine in our own ship yards. Discussion of the merits of these two plans smacks too much of the political to warrant space in HARDWOOD RECORD. As to the latter plan, it hardly seems that it would offer relief at an early enough date to do much good, while the former suggestion of ship purchase has opened up an agitation which might seriously involve this country. It is not likely this bill will be passed.

There does, however, seem to be one other course that offers a logical method of at least temporary relief that might cover the period up to the time when this country could own sufficient ships of its own

to insure adequate carrying capacity. Under our laws steamship lines operating from ports in this country come within the jurisdiction of our own commissions. These commissions cannot, of course, say that steamship companies must accept the shipments of one commodity or other, or must refrain from discrimination in the granting of space to one line of trade in preference to another. However, it can and should demand that the basis of rates be so regulated that this discrimination will not occur. This statement is made in the full realization that it does not offer a suggestion as to just how to go about securing such action, but we have proved we are amply able to regulate big corporations through the check on the promiscuous advancement of railroad freight rates within our own boundaries. There is no more reason why the foreign steamship companies obtaining their revenue from carrying American goods and taking their revenue from the pockets of the American public should not be amenable to control by this country. We would not for a moment countenance such drastic and arbitrary action on the part of our railway systems under the stress of congested shipments to American ports for export if they were to result from the war. It is hardly more reasonable then to allow steamship lines to draw such an immoderate revenue from the United States, thus profiting so outrageously by the unfortunate circumstances in their own countries. The United States has been criticized by the same country whose ocean carriers charge such exhorbitant rates, for seemingly laying undue stress on the pecuniary loss that would accrue through this war to our own citizens. It hardly seems a consistent policy for that power to countenance the maintenance of such an exhorbitant freight rate which is existing simply because the shippers must and will stand this loss. Just why this country has not fully investigated this problem long before this is difficult to even surmise. It is not yet too late to institute a rigorous investigation and to relieve American shippers, if possible, from such overwhelming oppression.

The Menacing Carrying Charge

IT HAS BEEN FAIRLY definitely established in a hundred and one ways and on innumerable occasions that the average lumberman is pretty much at sea as far as having an intimate and accurate knowledge of the actual cost of carrying on his business is concerned. It is true that lumbermen as a whole have established themselves as substantial and successful citizens, and the opinion seems to be prevalent that the bulk of money that has been made in connection with lumbering has come from timber holdings.

The upset conditions for the past few years have resulted in demolishing many well-laid plans and have seriously altered the balance between cost and revenue for a great many well established institutions. This overthrowing of traditional methods of figuring has resulted most from that unfortunate peculiarity in the lumber business which makes it necessary to carry raw material for a long period of years, the result of which is not immediately apparent, and which hence has had a tendency to make the average operator blind himself to the unpleasant possibilities. Of course, operating charges and cost of supplies and machinery have advanced remarkably in the last few years, putting an additional tax on the unfortunate manufacturer. He has also had to pay added outlays in increased freight rates and other similar charges, and at the same time has found his markets being encroached upon through the energetic and business-like methods of manufacturers of substitutes for his products. At the same time the dominant factor militating against his investments has been the carrying charges on his timber. The compounding of interest in figuring such charges has rather upset his old plans and ideas and the tremendous increase in taxation and unjust application of tax laws has been an excessive burden hard to bear.

Considering all these factors, it is astonishing that the question has not been more seriously considered heretofore by duly recognized organizations of lumbermen. The seriousness of the conditions presented was brought in an unmistakable light to the members of a northern operators' association, which had the privilege of listening to a most able paper on "Cost of Carrying Timberlands and Its Relations to Markets," which was prepared by C. H. Worcester, a prominent northern operator.

HARDWOOD RECORD will not analyze the paper in this editorial, but will refer readers to the article which appears in full on pages 22-25. Operators would do well to read what Mr. Worcester has to say.

Planing Mill Oak

THE JOBBING PLANING MILLS throughout the country use a large quantity of oak, yet the average hardwood sawmill man manufacturing oak often finds the planing mill trade a difficult one to serve and one in which there is a continual wrangle about grades or some inherent objection to buying lumber on standard rules.

Some idea of the magnitude of the planing mill demand for oak may be had from the showing made in Illinois. Among the woodworking industries of that state the mantle, cabinet work, and interior trim are classed under one general head; and, including both red oak and white oak, there are consumed annually 6,500,000 feet in this line in Illinois alone. In fact there is more oak than any other when the cabinet and mantle factories are included with the planing mills. This does not hold in the jobbing planing mills scattered through the country although all of them use some oak, and the quantity of oak consumption has been on the increase of late years.

Inquiry among planing mills as to why regular grading rules are unsatisfactory and why there is difficulty about satisfying their wants develops the fact that when the planing mill buys firsts and seconds in oak strips and boards it wants lengths running 12, 14 and 16 feet. There is objection to shorter lengths even though some of them can be used and some of the work is cut up into short pieces. The objection is based on the ground that most of the interior work in oak is for base boards, door and window facing, picture moulding and hand rails, and it is difficult to satisfy the builders with short lengths.

A quantity of No. 1 common stock is used, especially in two-inch oak, for window framing, sills and cellar frames, and it seems that a planing mill can use the regular run of stock in this line. When it comes to the interior trim, however, those planing mill men who have used oak in much of this work claim that it is not practical for them to take common or low-grade oak and refine it like the furniture factories do to get the clear cuttings, for they want length in most of their stuff. Of course short stock is used for door and window heads but some of this is naturally acquired in cutting the sides of door and window casing. For baseboard, picture moulding, etc., long stuff in firsts and seconds is preferred, and even at a much higher price it proves more economical.

When the planing mill makes hardwood flooring it is a peculiar fact that there is an insistent call for long strips, even though many of them may be cut up and worked into parquetry. The planing mill men, and even the hardwood flooring manufacturers, find it more economical to buy firsts and seconds in clear oak strips for this work than to buy to low-grade stock, because the low-grade will not furnish the lengths required.

There is, of course, room for much argument as to what might and what should be short, and how much short stuff the planing mill man can use advantageously. The stubborn fact remains, however, that among many planing mill men interviewed, who are large users of oak in interior trim, they are almost a unit in the assertion that it is better and cheaper to pay more money and get what they want. When they find a mill that will study their needs and supply lengths and qualities desired, they not only give that mill the preference in their orders but pay at times as much as $5 more per thousand feet to get what they want.

After all, the purpose of the sawmill man is to serve the needs of his trade and let them pay according to what they get. If the planing mill man wants long stock and is willing to pay for it, it is simply a matter of determining how much above the price on regular lengths and grades should be paid for the special requirements. This planing mill is a growing factor and it has been one of the best consumers of oak lumber during the past year and promises to be even better this year. So it may well be studied earnestly by millmen who are in a position to serve the trade, because satisfaction in this trade is to be had only by making a close study of the needs and desires of the consumers.

OFFICERS AND PROMINENT MEMBERS OF NORTHERN HEMLOCK AND HARDWOOD MANUFACTURERS' ASSOCIATION.
Top, Left to Right—E. A. Hamar, W. B. Clubine, W. A. Holt, G. E. Foster, W. C. Landon—Bottom—R. B. Goodman, J. T. Phillips, M. J. Quinlan, M. P. McCullough.

Wisconsin Manufacturers' Annual

The annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association, held at the Hotel Pfister, Milwaukee, on Tuesday and Wednesday, January 26 and 27 was of unusual excellence in its attendance, in high quality of the addresses and discussions, and in the interest displayed on the part of all members, who in the main stayed right through all the sessions and unquestionably derived a great deal of information that will be of direct benefit to them in shaping their business policies.

Secretary's Report

Acting-secretary O. A. King delivered the first report on association work as follows:

Notwithstanding the depression in the lumber business in the year 1914, the Northern Hemlock and Hardwood Manufacturers' Association had a prosperous year so far as accomplishing a good deal of important work. The association commenced the year 1914 with eighty one members. During the year six of the above members dropped out—four having suspended operations on account of having cut out all their timber, and the other two felt that they could not afford to be members. However, the association gained seven new members in the same length of time, one of whom is one of the largest operators in upper Michigan. The other six are new operators, so it will be seen that the association is better off at this time as far as membership is concerned than it was a year ago, having one more member and representing a larger cut.

The expense of the association in 1914 was $24,078.75. This expense was partially offset by the following receipts:

Reinspections	$691.81
Rate Books	32.75
	$724.56

Consequently, the net expenses were $23,354.19. Deducting the amount spent for the Forest Products Exposition in Chicago and New York ($3,231.75) and also considering the larger amount of money spent in 1914 for advertising than the year before, the cost of running the association in 1914 was approximately $250.00 less than for 1913. This saving was made on the printing bills for sales reports, as recently there have not been very many members reporting sales.

We have yet to hear from four members as to their 1914 shipments, but assuming that they shipped the amounts estimated at the first of 1914, and making allowance for the balance of this year's advertising, the association commences the new year with a balance in the treasury of approximately $2,000, as compared with a balance of $3,300 at this time last year.

Estimates

The estimated sales of the members last year were 413,100M feet of hemlock and 265,000M feet of hardwoods and pine. The actual shipments were 400,073M feet of hemlock—a decrease of 13,027M feet, and 253,954M feet of hardwood and pine—a decrease of 11,046M feet, or a total loss to the association of $832.65, which is much better than was expected. The estimated sales of the members for 1915 are 411,100M feet of hemlock and 261,455M feet of hardwoods and pine—practically the same as for 1914. The association will, therefore, commence the new year with the same estimated sales as for 1914 and with a balance in the treasury, after all bills are paid, of $2,000—a very good condition of affairs.

Treasurer G. E. Foster said that the balance on hand January 26, 1914, was $3,369.69; receipts during the year, $27,491.28; disbursements, $27,010.14, leaving a balance on hand January 27, 1915, of $3,850.83.

President's Address

President Goodman then read his annual report which follows in part:

You have seen our program and are anticipating with interest the papers and discussions on the various problems selected. I have but one comment to make and that briefly.

The point I wish to emphasize and which I want emphasized by the trade press in their reports of this meeting, and which every member of this association should carry home clearly fixed in his mind, is that this association is a co-operative organization and that its value to ourselves and to the lumber industry is measured by the extent we individually do co-operate in its work.

Five years ago Mr. Landon began to lay out our work on the co-operation principle—Mr. Hamar extended it still further by obtaining the co-operation of the loggers and the graders, and Mr. Kellogg for nearly five years has pounded this idea into every one of us. It is this spirit of co-operation by which each member is willing to give, not only his three or four cents per thousand, but his weekly report of sales; his monthly report of cut and shipments; his statistics of cost and realizations; his time to committee work and to the special features of the association work that interests him. It is this willingness to co-operate that makes this association valuable, for each one of us gets back in double measure all that he gives. A letter I received the other day on "Cost Accounting" from a lumberman in Kansas City concludes with this paragraph: "It has been said a man's intelligence is in proportion to his capacity to co-operate." With us this means to co-operate in each

doing his share in all things helpful to build and maintain profitable manufacturing and merchandising conditions in our portion of the lumber industry, and as an association to co-operate with other associations for the betterment of the industry as a whole.

Report of Railroad Committee

George H. Chapman, chairman of the railroad committee, said that the only thing of moment that commanded the attention of the committee during the past year was the proposal to advance rates on fuel, and that a hearing on this subject would come up in March, at which hearing the association would have representation.

In talking further along traffic matters, President Goodman introduced F. M. Elkington of the American Freight Traffic Bureau of Milwaukee, who told of the work done by that bureau, and expressed himself as believing that co-operation between it and the association would be for the benefit of the latter. He outlined three plans by which the organization could get together as follows:

FIRST: Handle all matters regarding rate information on a direct arrangement.

SECOND: To act in an advisory capacity, charging only for actual work done.

THIRD: To collect over-charges in freight rates.

Inter-Insurance Exchange Endorsed

Charles F. Simonson, general manager of the National Lumber Manufacturers' Inter-Insurance Exchange, talked interestingly regarding the work of that organization. Mr. Simonson gave the same talk before the Michigan Hardwood Manufacturers' Association meeting at Detroit two days later, and a more detailed account will be found in connection with the report of that meeting on page 28.

After complimentary reference to the plans of the Inter-Insurance Exchange, on motion of A. L. Osborn, the association formally approved of this work and suggested members getting lined up on these contracts as quickly as possible.

Cost of Compensation Insurance

A paper was then read by Chas. H. Crownhart, Madison, Wis., in which the working of the insurance and compensation laws of that state was explained in detail. Mr. Crownhart included in his paper a discussion of the various methods of insurance, for the purpose of compensating injured employes in Wisconsin. The industrial commission of the state looks carefully after this work, assists in carrying out the laws, and collects statistics on which to base rates of insurance. It does this at a yearly cost of slightly over $21,000. Last year the commission made 453 awards, and adjusted more than 11,000 cases of compensation. The sum paid to the injured men was $1,080,-687.22. In speaking of the plan of the work Mr. Crownhart said:

Under the Wisconsin compensation act and the insurance laws of the state, employers are required to insure their compensation risks with companies permitted to do business within the state, or in lieu thereof, secure an exemption from the industrial commission upon a satisfactory financial showing of ability to carry their own risk. Where the employer carries his own risk, unless he lays by a portion of his earnings to take care of his payments under compensation, he cannot be said to be carrying insurance. He is simply taking his chance.

The purpose of insurance from the employers' standpoint, is to spread the risk so as not to cause a shock, or perhaps insolvency, to the business. From the compensation standpoint insurance assures the injured employe payment of his compensation. Because of the law of hazard, no one can safely say that his risk will be evenly spread over a term of months or a term of years unless he carries insurance.

About 500 employers in Wisconsin are carrying their own risk under compensation. From a financial point of view employers have met with success and up to date there has been no loss to injured employes.

THE UNKNOWN FUTURE.

The trouble with allowing employers to carry their risk, so far as the industrial commission is concerned, is that the commission has not sufficient means to determine whether or not a going concern may be solvent at any given date in the future. Under compensation, payments sometimes extend over long periods of time and in the case of widows, frequently compensation extends from six to nine years. What assurance has the commission that any concern, no matter how solvent, may not become insolvent before the expiration of that period of time?

The commission believes in employers carrying their risk in proper cases, but in order that the workmen and their dependents who are forced to become creditors over an extended period of time, may not lose their vested rights, we think some provision should be made whereby employers carrying their own risk should deposit, within a short time after the determination of the amount due the injured workman under compensation, the present worth of the deferred payments, with the state or some superior [illegible] according to the award.

From a report of June 30 [illegible] their own risk did so at an average cost of 35 cents on $100 of payroll, while insured risks of the same classifications averaged $3.32.

OWN RISK MEN.

Employers carrying their own risk exercise greater care to prevent accidents. When accidents happen, they exercise better judgment in handling the cases. The injured man is looked after more closely and a greater effort is made to get him back into employment. If the workman cannot take his old job he may be able, pending recovery, to take a lighter job where he can earn a wage. This is good for the injured man and good for the employer. Frequently the man makes quicker and better recovery in such cases. Many a joint becomes permanently stiffened because of lack of use. Men laid off for considerable periods often worry over their condition until nervous disorders are set up which become serious. The digestion is upset, the muscles lose tone, the patient becomes neurasthenic, and really feels as badly as he thinks he does, all from lack of proper interest taken in the man's welfare. Under insurance often the proper relation does not exist between employer and employe, because the employe is turned over to the insurance adjuster, between whom there is a lack of cordiality. These are some of the reasons for lower cost to employers carrying their own risk than where the insurance company carries the risk.

Notwithstanding the lower cost, an employer should not attempt to carry his risk unless he is prepared to pay at least one death loss without undue shock to business. There are 12,000 accidents a year in Wisconsin, each causing a loss of over seven days' wages, besides medical care.

After a brief recess there was a discussion on compensation insurance which was inaugurated by a short talk by W. C. Landon of Wausau. He commented particularly on safe-guarding all dangerous operations, thus saving much in compensation, and said that nothing can be done in liability insurance to keep rates low which will have so beneficial a result as co-operation in prevention of accidents, and that sixty per cent of all accidents are due to carelessness, which is directly reducible by educational work.

Referring to the rate comparisons as outlined in Mr. Crownhart's paper, Mr. Landon said that the rates of the stock companies have been reduced forty per cent in the last three years directly as the result of competition by the mutual companies, and that the reason for the lower cost of this type of insurance is that all revenues go directly back to the interested people.

W. A. Holt asked Mr. Crownhart three questions, namely, regarding the rates on sawmills only; comparison of compensation in Michigan and Wisconsin, and also asked regarding Mr. Crownhart's statement that rates are no higher than five years ago, stating that his rate has gone up from five to ten times what it was at that time.

Regarding comparison of Michigan and Wisconsin rates, Mr. Crownhart answered that Wisconsin compensation insurance cost is sixty-eight per cent, and that the rate should bear the same proportion as in Michigan, which gives only fifty per cent of wages with an insurance cost of fifty per cent.

After discussion on newspaper reports as to the attitude of lumbermen regarding the Wisconsin compensation law, which in the main were derogatory, it was found that the consensus of the members present is very strongly in favor of the law. In fact it was definitely stated that an actual canvass by mail of all the association members resulted in an absolutely unanimous favorable comment on a proper workingmen's compensation act. It was stated that all the member were pleased with the act in spite of the increased premiums, it being especially pleasing that the employers are brought more closely in touch with the employes through the workings of this act.

Mr. Crownhart then spoke further regarding the general workings of the ideal compensation act. He said that inevitably there would be a much broader distribution of all compensation on the population as a whole and he instanced laws in effect in Germany as approaching the ideal.

The meeting adjourned for luncheon.

AFTERNOON'S SESSION—TUESDAY

The first question to come up in the afternoon session was a paper by R. G. Dahlberg of St. Paul on traffic service. Emphasis was laid on three points which ought to be considered in working out transportation rates more equitably for lumbermen. There should be different rates for different grades and values of lumber, so that the

low grades would not be shut out of markets because of prohibitive rates; there should be less discrimination against lumber and in favor of other commodities, some of which compete with lumber; and there should be a better spirit of co-operation between shippers and transportation companies in an effort to live and let live. The following is a summary of his address:

A rate can be a very low rate, still be a bad rate for a shipper; and a rate can be of itself a pretty high rate and still be so adjusted that traffic can freely move under it and therefore be a good rate from the shippers' standpoint. If rates are so adjusted that traffic does not move freely under them they are bad rates from a railroad standpoint, no matter how high they may be. It is therefore essential not only from the shippers' standpoint, but from the standpoint of the railroads, that the shippers take a keen and intelligent interest in the adjustment.

The transportation companies never consult the shippers in an effort to adjust rates satisfactorily to all concerned. It is true that the interests of the two parties are largely antagonistic, in that the carrier wants to get as much as he can for the service, while the shipper wishes to obtain the service at as low a price as possible; but still there are many points worth talking over.

The adjustment of a freight rate is not necessarily merely the question of taking money away from the railroads. It may be possible that you should pay the same as you have always paid, but that the man you are competing with should pay more. Possibly your competitor should pay more and you pay less. It may even be possible by a reduction in freight rates to materially increase the income of the carriers by increasing traffic, but all these matters are properly the subject of negotiations and coöperation between the shippers and the carriers.

There is no lack of disposition on the part of the shipping interest to coöperate with the carriers, and they will favorably respond if given practical opportunity. There is, however, pronounced opposition to being confronted with changed rates, the first notice of which comes in the form of a legally filed tariff, and then be expected to blandly approve the same. That is "taxation without representation" and out of harmony with the American spirit of fair play. Aside from any sentiment in the case, schedules so made up are generally so burdened with inequalities that shippers have substantial grounds for objecting, and would be remiss in their own affairs if they did not object.

The lumber industry produces more traffic than any other, except coal. How often does the railroad traffic manager invite the lumberman to confer with him on ways and means of arranging rates or service so as to enable you to best secure your raw material and dispose of your finished product?

Discriminating Against Lumber

The general commodity "lumber" is a low-grade freight, loads heavily, can be transported in any sort of equipment, does not require expedited services, moves steadily throughout the year, and in large volume, is not susceptible to damage, and should consequently take relatively low rates. Instead, lumber now takes relatively high rates.

Take the Northwestern system, which largely serves Wisconsin, as an example. The average revenue per car per mile for lumber for the year 1911 was approximately 17 cents. The average revenue per car per mile of all freight (which includes less than carload freight and perishable freight of all kinds) was 14 cents, so that lumber paid 21 per cent greater revenue per car per mile than all freight.

Grain is in the nature of a perishable commodity, requires particularly good equipment, necessitates the payment by the carriers annually of large sums for loss in transit, delay in reaching specified markets, allowances for cooperage of cars, expenditures for grain doors, etc. Still the average receipts per ton per mile throughout the United States for 1911 on grain was 6.2 mills, on lumber 7 mills.

In the eastern five per cent case the commission reports that the average net revenue per loaded car per mile received on hemlock lumber was 28 cents, oak lumber 16 cents, pine lumber 14 cents, as compared with, for instances, petroleum products 10 cents, sugar 10 cents, agricultural implements 10 cents, dressed meat 10 cents, cattle 6 cents, etc.

Since 1886 the average freight rate throughout the country has been reduced 25 per cent. The average freight revenue per ton per mile in 1886 was a little over 1 cent; in 1911 7½ mills. The lumber rates from Wisconsin and Minnesota territory not only have not been reduced, but in many instances materially advanced over the rates that were actually charged and collected by the railroads in 1886, and this notwithstanding that the loading per car has doubled.

Instances of discrimination against lumber in rates might be multiplied until they include many commodities, some of which, like cement, are direct competitors of lumber.

Different Lumber Rates Needed

One of the hardest problems facing the lumberman is that of disposing of his common lumber and this to a large measure is occasioned by the improper adjustment of freight rates, because common lumber will not readily move under rates that can and do move the higher grades. For this reason, with most mills common lumber instead of being a live asset, becomes a drug on the market.

It is to the interest of the transportation companies to produce traffic, and in no way can as much new traffic be readily created as by an adjustment of freight rates that will permit the easy movement of common lumber.

The suggestion to accomplish this contemplates splitting up the lumber classification and establishing one basis of rates on the higher grades of lumber, with a lower basis on the commons.

Such a scheme is no innovation, and for it there is plenty of precedence, both in lumber carrying and in other commodities.

Between points in Canada for years the Canadian Pacific and Great Northern railways carried different rates on different grades of cedar lumber. The rate from the coast to Winnipeg on No. 1 and clear cedar was 50 cents, the rate on common cedar lumber 40 cents.

Many railroads in the West have for years carried rates between various points on box lumber, based approximately 80 per cent of the regular lumber rates.

From the Pacific coast the fir lumber rate is materially lower than the cedar lumber rate.

In the South different rates are carried on different kinds of lumber, as, for instance, different rates on cypress and gum, pine and hardwood, yellow pine and cypress, and in some instances, different rates on oak hardwood than on other kinds of hardwood.

Numerous other instances illustrating that point could be cited as precedents for making better rates on our low-grade lumber.

Mr. Chapman asked Mr. Dahlberg to outline the proposition he indirectly suggested regarding co-operation between Mr. Dahlberg's traffic service bureau and the association. It was moved and the motion carried that it was the consensus of the meeting that the new railroad committee should consider the proposition suggested by Mr. Dahlberg and that this service would be of benefit to the association.

Standardizing Safety Appliances

C. W. Price of the industrial commission at Madison, told briefly of the work being performed by his commission in standardizing safety appliances. He said logging roads are not under the railroad commission, and thus come under the scope of the industrial commission work, and that that commission desires to work out standards of safety satisfactory to the mill owners. He suggested that a committee meet with the commission to take up such questions as automatic couplers and safety stakes. He also stated that the commission is not interested in anything not in line with present good practice with practical operations.

Edward Hines of Chicago, in commenting on Mr. Chapman's motion on the Dahlberg proposition, supported it emphatically and said that when he was president of the National Lumber Manufacturers' Association that organization had expert traffic advice and found rates on lumber higher than on all substitutes, thus giving to them an undue advantage in the fight for markets. He maintained that it is a mistake that the association officers in all associations do not have more money at their disposal to carry out legitimate and highly efficient plans, as instanced by the freight rate fight and the general contest between substitutes and lumber.

The question was raised as to the propriety of the Wisconsin association carrying on any general campaign in the interest of lumber, considering the position of the National Lumber Manufacturers' Association on this question.

Timberland Assessments

An address by W. A. Holt of Oconto, Wis., considered the subject of taxation from the lumberman's or timber owner's standpoint. He cited cases where taxes were placed so high that they amounted to confiscation. Timber was assessed at stumpage values absolutely beyond the reach of any buyer. In some instances if the timber were sawed into lumber it would scarcely sell for as much as the assessor laid on the standing trees. Figures showing assessment of acreage were quoted, where the land would not sell for half of its assessed value. When taxes under such excessive assessments are collected on timber, it is impossible for the owner to retain his prosperity without losing so heavily that he is compelled, in self protection, to sacrifice his timber, and let his land fall delinquent for non-payment of taxes. A remedy is needed. The speaker declared that a partial remedy at least would result if the assessing and levying were done with more business judgment and with less desire to hit the men who are trying to carry on the country's industries. At any rate, taxation ought to stop somewhere short of confiscation.

In commenting on the deplorable conditions existing in taxation methods of the various counties of the state, Mr. Holt cited one

instance in which he had actually offered an option to an assessor at one-third the assessed value. He stated that the assessors came out definitely saying that they had been instructed to raise valuations or lose their jobs, and that the blame would be found with people higher up than they.

He moved that a committee of five members be appointed to present the matter to the proper people at Madison with a view of getting taxation on a more just basis. The motion carried. Mr. Osborn was appointed chairman of the committee.

R. S. Kellogg read a paper entitled "Some Troubles of the Lumber Industry," which appears in briefed form in connection with the account of the Michigan hardwood manufacturers' meeting on page 28 in this issue.

R. H. Downman, New Orleans, president of the National Lumber Manufacturers' Association, said that lumbermen are too passive in support of their association and seemingly do not realize the tremendous benefits possible. He gave one instance of result of this passive attitude which came to his notice in New Orleans recently. It seemed that a certain New Orleans lumberman had a claim against a railroad which was based on an entirely just circumstance, that he placed it in the hands of an attorney who shortly reported that the best he could do was a very unsatisfactory compromise and that he would have to charge his fees for the entire amount, which would return a very small sum to the complainant. This man a couple of days after told his case to the secretary of the cypress association, who asked him why he had not put it up to the claim department of that body. The man said he never knew there was a claim department, and that he would be glad to do so. As a result he collected the entire amount and reinstated the former rate, unfair increase in which had been the basis of his claim.

Mr. Downman said that similar instances of lack of interest are constantly coming up. He cited another case of a letter received by ex-Secretary Rhodes of his association from the so-called Society Advocating Fire Elimination in Cleveland. This was such a striking letter that Mr. Rhodes had it printed and distributed broadcast, and at a meeting of the cypress association held in New Orleans a few days later he asked the various directors if they had received it. Quite a number of them had received the letter but only one of them had actually read it. He deplored this disinclination to accept any responsibility and said that results cannot come from working with that attitude.

Manufacturing Cost Discussed

Then followed a general discussion on costs during which the president called on various members for their opinions of cost of logging and sawmilling operations as compared to actual returns on investment. It was developed that very few members had in mind any definite figures although a few gave approximate estimates as to cost of operations and receipts. One stated that the item of real estate is credited with the difference between stumpage value and cost of logs delivered. He said that the cost is from about fifty to seventy-five cents a thousand delivered to the mill. Another manufacturer said that hemlock manufacturing costs $2.65 through the mill and into the pile, and still another said you can't put lumber from the log pond to the car for less than $5.50; $5 from the pond to the car with a total cost of $15, and an average value of products of $12 was the estimate of another manufacturer. One man stated that manufacturing, logging and raw material costs all that they get for the stuff, and that the only profit his company is making is from the by-products.

The estimate of one manufacturer was that logs selling at $9 cost $2.50 for freight and unloading, $5 to $6 for manufacturing and sale, making total cost of hemlock $17. He reported that an actual test of two days' run of logs of 80,000 feet netted an average of $14.56 proceeds with every item listed. He said, however, that these figures did not give overrun.

It seemed to be the consensus of opinion that lack of specific knowledge showed the necessity of getting together on this subject.

WEDNESDAY'S SESSION

Matt Daly of Duluth, Minn., who is well known throughout the northern logging camps for his missionary work, gave an interesting address on that subject. He pleaded for a closer tie between the employer and employe, making the suggestion as a business proposition, tending toward maintaining increased confidence and hence increased loyalty of employes.

On motion a special committee was appointed to look into the question outlined by Mr. Daly, Mr. Holt being appointed chairman of this committee.

W. W. Brown of the Hamilton Manufacturing Company, Two Rivers, Wis., gave a highly instructive and practical address entitled "Manufacturing Lumber to Fit the Needs of the Consuming Factories." This address is carried in full on pages 26-27 of this issue Hardwood Record.

With M. J. Quinlan, chairman of the bureau of grades, in the chair, a discussion on grading rules and inspection was opened.

W. H. McDonald, chief inspector, said that figures for the past year showed that the inspectors had inspected in customers' yards 674,800 feet hemlock, 4.6 per cent being below grade and 7.9 per cent above grade. In hardwoods 451,787 feet were inspected in the same way with 5.7 per cent below and 3.3 per cent above. Figures in pine were 83,600 feet inspected in yards, 30 per cent below.

Mr. McDonald stated that lath should be given much more attention as far as grading and quality of manufacture are concerned.

There was a total of sixty-nine re-inspections during the year, and of these in hemlock 15.1 per cent was found below grade and 2.7 per cent above grade; in hardwoods, 4.5 per cent was below grade; hemlock lath 33.3 per cent below grade; on pine lumber 15.2 per cent was below grade. There was a total of yard inspections of 1,210,187 feet; re-inspections, 989,975 feet.

Mr. McDonald said that much closer attention must be given to manufacturing, grading and separating of different kinds of timber in making lath in order to keep hemlock in the present standing as a first-class material for lath manufacture. He said further that in making re-inspections he was brought face to face with all kinds and conditions, raising the point that many customers claim they do not receive what is represented to be sold to them. He advised manufacturers just how they could avoid those questions in the future.

Mr. McDonald further said that reinspection of hardwoods as to sound defects was a vital question coming up in reinspection as there is a wide variation in judgment of the inspectors, and even among National inspectors. He said there should be some means of conferring on this question among the heads of the different departments, thus keeping more uniformity among yard inspectors and association inspectors. Mr. McDonald said he believed most retailers are anxious to become better posted on lumber grades and want the co-operation of the inspection department of the association.

M. J. Quinlan of the bureau of grades, in commenting on stock and market conditions, said that stocks seemingly are in excess of last year, but there was considerable curtailment promised for this winter, which would unquestionably result in greatly reducing surplus stocks with anything like normal conditions prevailing.

President Goodman called attention to a diagram (see bottom of page 20) which had been distributed, showing in plotted form variations in cost of product and volume of sales from 1907 to 1912. He said that all must curtail production or wait a long time for readjustment so that the level of prices would be maintained on an even basis.

The morning's session then adjourned.

AFTERNOON'S SESSION—WEDNESDAY

Edward Hines opened the afternoon session with a talk on better business methods, and suggested a number of lines along which there is room for improvement. The association levies an assessment of four cents a thousand feet as a fund for promoting business, and the speaker expressed the belief that three times that would bring much better results proportionately, and might add a dollar a thousand to the returns. If so, this would prove to be one of the best investments that could be made. The importance of getting better prices cannot be overestimated. It seems that everybody else is trying to get more. The railroads are constantly figuring on ways to raise freights, and labor shows no willingness to accept lower wages. It costs more to log, saw and sell, and the lumbermen are under the

necessity of meeting advancing costs. The services of a railroad expert were recommended. His duties would consist in figuring out transportation problems for lumber shippers, showing how to save in freight and how to improve the service in other ways. Mr. Hines expressed his conviction that the lumber business generally would be helped by the organization of the Southern Pine Association.

President Goodman called on Enos Colburn of Green Bay, Wis., who told of methods of manufacturing birch for interior finish. Mr. Colburn said that these manufacturers should put up their birch in such a way that the interior finish companies can buy stock directly suitable for finish as they now have to carry much more lumber than it would be necessary for them to buy if they could get dimensions 6, 8, 10 and 12 feet in stock sizes to conform to the requirements of interior finish manufacture. His paper contained a great many technical suggestions that should prove valuable to birch manufacturers.

Timber Utilization

O. T. Swan of the Forest Service spoke on the subject of timber utilization, in which he reviewed the statistics that have been compiled by the government with a view of analyzing production and consumption of various types of lumber in all classes of consuming institutions. He told of the valuable information contained in this analysis, which would serve as a most effective basis on which to lay out an intelligent trade campaign to work up trade in industries in which certain woods have not found their market as yet.

Cost of Timberlands

C. H. Worcester not being present, R. S. Kellogg read his valuable paper on "Cost of Carrying Timberlands and Its Relation to the Lumber Market," which appears in full on pages 22-25 of this issue.

Advertising Committee Report

With M. P. McCullough, chairman of the advertising committee, in the chair there followed a general discussion of the advertising campaign with report of the advertising committee, the consensus of opinion being very strongly in favor of the continuance of the work which has proven its value as a paying investment. The report follows:

Report of Advertising Committee

We have passed through a very trying year; one in which an unusual amount of red ink has been used, therefore, to realize that our advertising has been of benefit one must see the actual results as evidenced by the records in our secretary's office. Your committee is thoroughly convinced that this feature of our association work is a paying investment, and we are positive that with the experience of the last twenty-seven months greater results will be possible in the future.

As a whole, the lumber manufacturers have not been advertisers to any extent, and there is no question that our business is suffering greatly on account of the active and extensive publicity of the so-called substitutes. We ask you to carefully consider the paper that has been given on this subject by Mr. Kellogg. We must realize that no longer does the consumer of lumber come to the manufacturer as in years past, and that we, therefore, must advertise to him in a general way in addition to the personal efforts of each individual to market his particular stock.

The results obtained by the advertising of our association have been somewhat at the expense of the manufacturers of other woods in other parts of the country, and it is now very apparent that instead of "knocking" one another we must pull together to offset the inroads being made in our business by the substitutes. We frankly acknowledge that in many places it is not advisable to use lumber, notwithstanding the fact that in the past we may have had that business, yet, due entirely to unscrupulous advertising, many unworthy substitutes have temporarily replaced wood. To overcome the effects of their unfair methods and to promote the use of lumber the Forest Products Federation is being formed. It is our belief that this federation should have the unqualified support of our association.

During the past year we have made exhibits at the Wisconsin state fair, and at four county fairs in the state; the results being very satisfactory. We had a more complete exhibit at the meeting last week of the Northwestern Lumbermen's Association, and Mr. McDonald, who was in charge, will give you his report on it. It is our plan to exhibit at as many of the local fairs as possible during the coming season, as well as before the retail lumber dealers.

We do not believe it policy to go into detail in this report regarding our campaign as we have it mapped out, but we will welcome an opportunity to show our members the work we are doing and the results that are being obtained. From October 1, 1912, to April 1, 1913, we used our total appropriation for that period of $4,100. From April 1, 1913, to April 1, 1914, our expenditures were $4,600. You allowed this committee $7,000 for the year ending March 31, 1915, and we will have a small balance on hand at that time, which, however, will be needed to take care of the replies to this last year's campaign.

We have plans for the 1915 work along much the same lines as in the past, and we ask you for a definite appropriation of $7,000; the same amount as last year.

It may be much harder for all of us to meet this cost this year, yet we are satisfied that this department of our association work is a necessary one and that it will be impossible to carry on the work to advantage with a less amount. Of course, effective advertising can be carried on for less money but we do not feel that it would be advisable to cut down the appropriation.

This coming season twenty cents per M will be used in advertising cypress. About $100,000 will be used by a small group of northern lumber manufacturers, and a like amount is planned for by the new yellow pine association. Only a few of the lumbermen are planning larger and greater campaigns for this year, and as we have a product that has merit we can well afford to advertise it.

R. S. Kellogg requested an appropriation of $100 to help defray the expense of the coming massmeeting of the Forest Products Federation at Chicago. This was appropriated immediately.

Then followed a discussion on the advisability of carrying an exhibit of yard lumber and a discussion on the advisability of following up inquiries from the advertising campaign by personal call.

An emphatic protest was entered against the habit of the local railroads buying construction material from other states at a distance, and on motion it was decided to address a letter of protest to the presidents and purchasing agents, signed by the president and secretary of the association, against this method of doing business.

R. B. Goodman, president, requested a resolution on the establishment of a sales agency to take over the sale of birch of the smaller

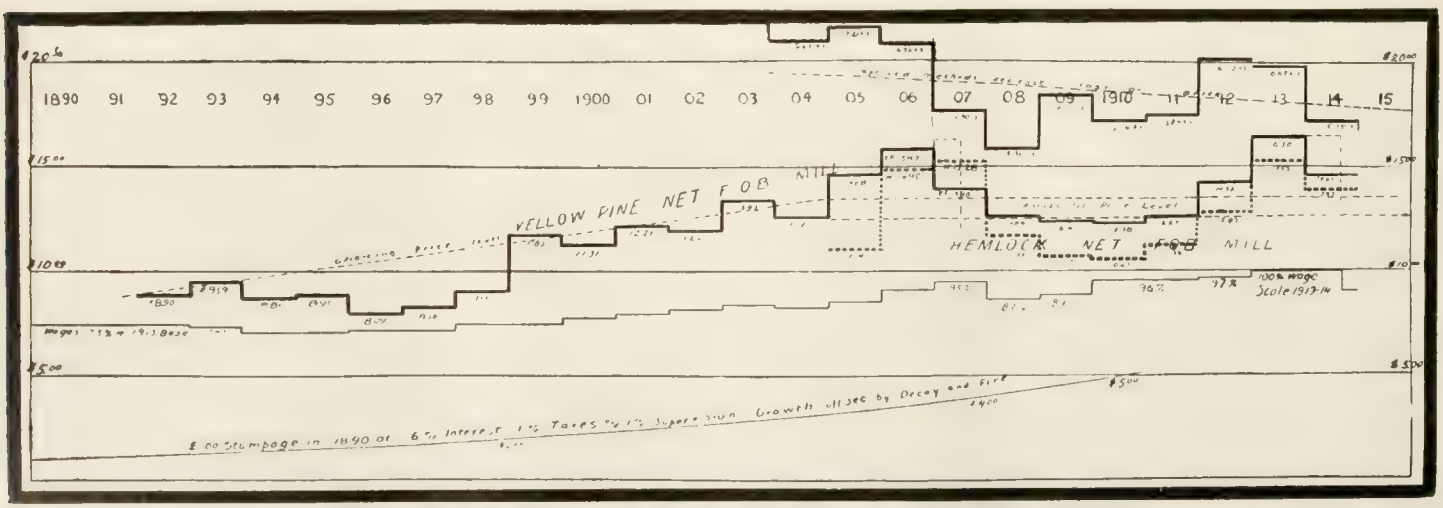


CHART SHOWING VARIATION IN YELLOW PINE AND HEMLOCK PRICES.

manufacturers. This thought had been suggested by Mr. Hines previously.

J. T. Phillips stated he believed the matter should be referred to the board of directors.

J. T. Phillips then read a resolution as follows:

WHEREAS, It is with extreme regret that we learn that this is the last meeting at which we are likely to have with us our long-time associate and brother in business, W. C. Landon, to whose unselfish efforts, sound judgment and wise counsel as president of this association for two years after its formation, and as a director and member of committees since that time a large measure of the progress of this organization is due; therefore be it

RESOLVED, That we tender Mr. Landon this feeble appreciation of services, which we cannot hope to repay, and assure him that in his new undertaking he will constantly have with him our sincerest wishes for his welfare and success.

The resolution was carried by a standing vote.

The nominating committee then reported, recommending the re-election of the officers for the ensuing year as follows:

PRESIDENT—R. B. Goodman, Goodman.

VICE-PRESIDENT—J. T. Phillips, Green Bay.

TREASURER—George E. Foster, Mellen.

DIRECTORS—W. B. Clubine, E. A. Hamer, H. H. Heineman and A. C. Wells.

A new ruling states that the chairmen of the different committees will appoint their own assistants.

The committee chairmen were elected as follows: M. J. Quinlan, bureau of grades; J. W. Kye, statistics and accounting; W. A. Holt, transportation and legislation; M. P. McCullough, promotion.

The secretary cast a ballot for the election of all of these appointees.

The last question up for discussion was as to whether the association should formally join the National Hardwood Lumber Association as a body. The resolution was offered that the bureau of grades be instructed to submit a plan to the directors under which the association members manufacturing one million feet or more of hardwoods annually will become members of the National Hardwood Lumber Association, the fees to the latter organization being paid by the Northern Hemlock & Hardwood Manufacturers' Association.

The resolution was adopted, after which the meeting adjourned.

Some Wrong Uses for Wood

Wood may be put to wrong uses in two ways. It may be too poor for the place it is expected to fill, or it may be better than is required. Of the two wrong uses, that to be preferred is the employment of a higher class of wood than is necessary. Such use is to be discouraged only because the wood might be more serviceable elsewhere. Recent statistics show that in some portions of the South a considerable amount of hickory is made into barn floors, farm bridges, and even board fences. That is wasteful, because the hickory should be worked into handles, vehicles and agricultural implements, for which there is no better wood; while there are plenty of cheaper timbers good enough for rough floors, fences, and bridges. Every wood, as far as possible, should be placed where it can give its best service. The tendency has set strongly in that direction, but much must yet be accomplished before ideal conditions shall be reached.

Fence rails are not made of black walnut now, and to do so would be the height of folly. Neither do Tennessee farmers build their houses and barns of red cedar logs, as they once did. The walnut is now sold for furniture and gun stocks, and the red cedar for lead pencils. However, many wrong uses of wood are still common. The Forest Service, co-operating with states and commercial associations, has published reports of the utilization of wood in most of the states, and a mass of valuable information may be gleaned, item by item, from these reports. Below will be found samples of such items, brought together here to illustrate the wrong uses of wood. In most instances, the woods have been carelessly put to wrong uses, often because that was the easiest thing to do.

Oil well drillers in California make walking beams of California laurel for pumping the wells. These heavy timbers should be sent to furniture factories, and the wells ought to be pumped with Douglas fir beams.

In Texas the frames of harrows are occasionally of hickory. They should be made of longleaf pine, and the hickory reserved for agricultural implements of a higher class.

In the same state house siding of red oak is reported. It is poorly suited to that purpose, but is excellent for inside finish. Any one of the southern yellow pines will give better service as siding.

Alabama manufacturers of kitchen cabinets include black walnut among other woods. In some instances that course would not be open to criticism, for it is conceivable that a walnut cabinet might be appropriate to harmonize with other finish; but such is unusual, to say the least. Walnut's place is in the library and parlor, not in the kitchen.

In the same state white ash is made into boxes. No objection can be taken to that, provided only such grades are sent to the box factory as are not fit for higher use; but the proper place for ash is in the factory that makes handles, boat oars, and certain kinds of cooperage.

Nearly the same use is reported in Missouri for sweet birch, but it is specified for crates rather than boxes. Here again much depends on grades. Some of the poorest is not good enough for much besides crates; but, sweet birch of anything like a fair grade is too good for the box factory.

In some parts of the South, sweet magnolia is found only in box factories; yet 150 years ago this wood was spoken of as a probable rival of mahogany in furniture making. The heart wood is extremely handsome. Its beauties seem to be overlooked at present, and it is found with the most ordinary woods at the box factory.

In New York, manufacturers of fences report the use of ash. Pine, oak, or hemlock would last longer and the ash could be employed in some other way.

In the same state the makers of shoe lasts work cherry. Possibly some particular pattern requires this wood; otherwise it is poor economy to give cherry a place which sugar maple, at half the cost, can fill better. Piano makers need the cherry.

Manufacturers of flooring employ some woods which are not the best to be had, if wearing qualities are considered. However, some floors are not intended to resist wear, and soft woods answer. Cucumber floors are reported in New York, basswood in Kentucky, and balm of gilead in Minnesota. Numerous other woods too soft for wear are mentioned in various state reports. White pine is still made into flooring. It was once in great demand for that purpose. The demand now falls principally on maple, birch, beech, oak, longleaf pine, and Douglas fir.

Basswood jackscrews are made in Minnesota. That would seem to be one of the poorest woods for that article. Hickory, maple, beech, birch, and oak are in use.

House siding of birch is listed among Arkansas manufacturers. That wood always belongs indoors. Its place is for furniture and interior finish. The logical wood for weather boarding in Arkansas is yellow pine.

In the same state shoe lasts are made of persimmon. Doubtless that wood makes a good last, but its best place is in the manufacture of shuttles, and the demand for it in that line is much greater than for lasts. The lasts can be made of sugar maple.

Railroads in Michigan use hickory for cattlestops. A cheaper wood serves better. Hickory is not durable when exposed to the weather. In Ohio this wood is reported for wagon beds. It is heavy, and besides the great strength and resiliency of hickory are practically wasted when the wood is made into wagon beds.

In Vermont scythe snaths are made of cherry. There is no necessity of making them of that wood. Ash is better and cheaper.

The foregoing instances of wrong use are selected as samples only. They might be extended almost indefinitely.

Timber Charges aud Lumber Markets

BY C. H. WORCESTER.

Author's Note

This caption to an article outlines a big subject, which covers the operations of some 200,000 timber owners and about 50,000 sawmill operations scattered all over the United States. I do not pretend to be able, nor do I wish to attempt to cover in the following remarks anything except the conditions pertaining to our own section of the country, principally the northern peninsula of Michigan, and I wish it understood that in the following remarks I do not attempt to detail the conditions existing in any other part of the country.

The value of stumpage has in the past been established by the price at which lumber could be sold, the value of the stumpage being arrived at by deducting from the market value of the lumber a profit and operating cost—the balance representing the value of the stumpage, and inversely, in some cases, the market price of lumber has been sustained and upheld by the fact that the price of stumpage seldom has shown any retrograde movement. The movement has always been upward, but I think we will all agree that during the past five years over-production of lumber and under-consumption of the same have been running a race in opposite directions, and the law of supply and demand, without any relation to the cost of production or stumpage prices, has regulated the price, and so far as the value of softwood stumpage of this country is concerned, the market has been such on the finished product since 1907 that the majority of the softwood stumpage in this country cannot be sold today at any more than it sold for in 1907—seven years ago, and certainly the state of the lumber market at present does not warrant charging against the manufacturing operation any higher rate of stumpage.

C. H. WORCESTER, CHICAGO, ILL.

If this be true, what becomes of the old saying that well-bought stumpage will carry taxes and interest and show a profit when cut. It will perhaps be argued in support of our partially discredited saying that because hemlock was worth $2.00 to $2.50 per M in 1906 and 1907 and the present selling price of hemlock lumber is such that it does not warrant any higher price for stumpage today, this situation is the result of disturbed business conditions unprecedented in the history of our country, and that the lumberman is to blame for this condition because he continued to manufacture more lumber than the country wanted and in the resultant sales competition the price of lumber has been artificially depressed. Other optimistic supporters of the situation will say "this depression is only temporary; it will soon be righted." We all hope fervently that our optimistic friends are right, but at the same time, it is the part of wisdom to face the facts of the situation and read the sign posts along the way.

Factors Making For Over Production

I think we will all agree that, commencing with 1907 and continuing with intermittent sunshine and gloom, we have had up and down disturbed conditions in the lumber business throughout the country. Prices have several times gone below the cost of production; part of the time they have been on a profitable level, but during the majority of this period over-production has been pronounced and continued, and average prices for the period 1907 to the close of 1914 have been such that, speaking generally and averaging the situation, there has been little if any advance in the value of soft wood stumpage in our section of the country, and from reports which I receive from other sections and offers which are constantly made, I believe that practically the same situation exists throughout the United States.

Over-production during periods when business conditions were such that the market would not readily absorb all the lumber manufactured, is undoubtedly the principal cause of the unsatisfactory condition of the business and if there were no other contributing causes the lumbermen might well be blamed for not only causing his own losses but also those of timberland owners who have no other connection with the business and are entirely blameless.

One of these contributors to over-production is the growing country wide movement to substitute for lumber steel and iron, concrete, clay products, paper roofing, paper boxes, etc. These substitutes for wood are being aggressively pushed by organized campaign methods and have made serious inroads upon the normal consumption of lumber and it is now estimated that substitution has reached such proportions that it will prevent any increase in the total consumption of lumber in this country thereby taking away from the lumbermen and timberland owners the expected benefits from a natural increase in consumption of lumber proportionate to the natural increase in the volume of national business of all kinds.

Our conservationist friends in the various associations organized for that purpose in this country and the United States Forest Service point out that the lumbermen are at fault and are making their own troubles, manufacturing more lumber than the country needs and not only ruining one of the great businesses of the country, but also wasting important and necessary natural resources of the country by wasteful methods of cutting and artificially depressing the value of standing timber.

To this indictment the lumbermen must plead guilty, but at the same time they also enter in justification the plea of self defense. The fact is that the lumbermen of this country are being driven. They are not voluntarily running a reckless, thoughtless race. Most of them have no choice. It is a case of "Needs must when the devil drives" and in this case there are several devils, the most prominent among them being our old friends—interest and taxes—a team always on the job, working days, nights and Sundays, and driving the lumberman to do the same thing. Carrying charges on standing timber are increasing, due to the compounding of interest, the large increase in taxes, losses by fire and wind storms and increasing cost of care and surveillance. Happily, interest rates have not increased, but the total annual charges are such that large number of lumber manufacturers are forced by financial need to cut more lumber when the price is low than when it is high, as they must have certain sums of money each year with which to pay accrued debts and interest and taxes. When the price is low they must cut more lumber, as it requires more feet at the lower price to provide the funds. There are a large number of lumbermen in exactly this predicament and also a large number who are not in this condition. Those who are in debt feel that they have no choice; regardless of price, they must continue to run their mills to their limit of production. In times of depression these concerns, through necessity, demoralize prices by their eagerness borne of necessity, to sell. As before stated, there are many lumbermen who are not heavily in debt and not forced to run their mills when prices are such that there is no profit, but here again the twin devils, interest and taxes, are driving days, nights and Sundays, and the interest money, which in most cases represents income upon which to

live, is just as dear to the investor in stumpage as it is to the investor in farm mortgage or municipal bonds. The pressure is greatest on the man in debt, but it is there also with the man who is not in debt but fears to lose the legitimate interest which is his due.

Long Time Timber Investments a Serious Burden

About all of this pressure on the lumberman to manufacture more lumber than the country wants arises from exceptional features which are the foundation of the business and which create a unique situation in the commercial world for the lumberman. I refer to the fact that a majority of the lumber manufacturers of this country are obliged to own and carry on hand the raw material with which to run their mill for from ten to twenty years. Consider this a minute. How many manufacturing concerns outside of the sawmilling business do you know of that have more than a few months' supply on hand of raw materials? There are a few minor industries, such as quarries, clay working concerns, cement works, etc., that have a stock of raw material sufficient to support their operations for many years, but these supplies are of the cheapest character and represent very small investment of capital. Fifty-five per cent of the steel and iron industry of this country carry only a few months' supply of ore on hand, while only about forty-five per cent carry any considerable reserves, but in this latter case the value of the ore in the ground is only about five per cent of the value of finished pig iron, while the lumberman's raw material represents from fifteen per cent to forty per cent of the value of the finished lumber. Probably ninety per cent of the manufacturing concerns in this country carry only a few months' supply of raw materials on hand, the carrying charge of which is a very small tax on their business. If by any chance the directors of a furniture factory found themselves in the position of having ten years' supply of lumber on hand and heavily in debt for the purchase, what would they do? They would probably go into the lumber business at once and get rid of it as quickly as possible by selling it on the open market, but if they found they could not do that at a profit, they would undoubtedly run their factory night and day and make it up into something salable as fast as possible and get down to a few months' supply, expecting the sawmill man to carry the raw material and supply it to them as they are ready to cut it up and make it into furniture. The factories that use lumber, the railroads and the contractors would regard a proposition to carry in stock a few years' supply of raw material as a ridiculously unbusinesslike proposition, involving the use of large amounts of capital, expense of interest, taxes, risk of fire losses and deterioration. Why carry such a stock when the lumbermen are there to do it for us? The lumberman has always done this and why should he not continue to do so indefinitely? The answer is that the lumberman has done this in the past because he could afford to and the holding of large stocks of timber was in the past a profitable part of his business. Large groups of land acquired from twenty to thirty years ago at $1.25 to $5.00 per acre could be carried twenty years at compound interest and still show a good profit, but the lumberman who bought his stumpage at prices ruling in 1907 does not find himself in the same position. He paid $2.00 to $2.50 in 1907 for hemlock and he finds that this stumpage today has cost him about $4.60 and if carried eight or nine years more will cost him close to $9.00. He also finds that the average cost of logging is greater and also the cost of his stumpage has doubled. He cannot sell his lumber for enough more in 1914 to equal the increase in the cost of the stumpage and the cost of logging and producing the lumber. With the menace of constantly advancing cost of raw material what does the average lumberman think? He thinks that he must cut this timber or it will eat his head off. He runs his mills night and day and doubles his cut. His neighbor does the same and the result is an overstocked market, intense competition for business, falling prices, no profit, temporary cessation of production; then, when the market commences to show a little strength, all go at it again, driven on by interest and taxes. This process has been in full swing for some time back and the question is—what will it do to the timber resources of the country?

Lumbermen Favor Conservation but Find It Impossible

Conservationists employed by the government preach the gospel of saving the timber for future generations, and the lumberman would hail with delight the means which would make it practicable to cut timber closer, utilize waste and conserve his raw material. The lumberman knows how to do it if he is allowed to do it, but on the present cost of production and the present margin of profit—or I might say lack of profit—no lumberman can adopt any conservation methods in the conduct of his business, as it would certainly increase the cost of production and cause a loss instead of a profit at the end of the year. The lumbermen know what ought to be done and would be glad to co-operate with the government foresters to the end that their raw material might be conserved, but the same government which advocates conservation also employs trained lawyers whose business it is to prosecute all who by agreement among themselves attempt to manage their businesses so as to accomplish what the government conservationists advocate. The lumberman is certainly being driven from the front and rear and there does not seem to be any place to sidestep.

Here is a commodity necessary for the welfare of the country. The supply each year becomes less. The growth of new timber in most cases is a negligible quantity. The end is not far off; yet the owners of this timber cannot afford to conserve it under present conditions.

I have enlarged upon the conditions existing in the lumber business because I believe it necesary to outline what effect the unsettled state of the lumber business has upon the cost of carrying timber, for certainly a loss in value on standing timber is part of the carrying charge.

Many owners of stumpage claim that the value of lumber is in the end determined by the price of stumpage and the increasing cost of timber will force lumber prices constantly higher. This I believe to be a fallacy. We hope it will be true, but in reality competition among lumber manufacturers is actually competition between stumpage owners to sell their trees in another form, and just so long as lumbermen stumpage owners offer their converted trees upon the market at low prices, just that long will the value of standing timber be depressed and thereby entail losses in carrying timberlands. In the last analysis lumber and standing timber are the same. An owner of standing timber in the upper peninsula of Michigan cannot sell his trees to the man in Illinois who wants to build a house. He must sell to the lumberman and the lumberman must buy the trees at a price determined by the value on the competitive market of the lumber which he can make from the trees offered to him.

If we are to secure any advance in the value of standing timber to compensate owners for the annual increase in cost, this increase must come through increased value of the finished product lumber, but the tendency of the lumber business at present is against this increase, against conservation of timber resources. In the absence of any regulating medium, we have an era of unrestricted competition; prices will decline, costs will increase and the lumberman will feel driven to get out from under as fast as possible. So long as this condition exists the cost of timberlands will bear no relation to the price of the finished product and timberlands will be carried at a loss.

Increasing Cost of Carrying Timber

The cost of carrying timberlands presents many interesting factors and in the following pages I have endeavored to trace the cost of carrying stumpage in the upper peninsula of Michigan, commencing with the year 1907.

We frequently read and hear references to the growth of timber as an offset to the cost of carrying stumpage. In some sections of the country, in certain classes of timber, this annual growth may be reckoned as of value during a period of twenty years, but in the territory which we have under consideration—the upper peninsula of Michigan, I think the experience of the past twenty years indicates that this growth is more than offset by the deterioration of timber which has reached its maturity and has started on the down grade. Certainly the growth of the younger timber would be offset by the deterioration of timber which has reached its maturity. I have solicited the opinions of many lumbermen in the upper peninsula of Michigan on this subject and they are unanimous in the opinion

that, taken as a whole, the forests of this section are deteriorating at a greater rate than the annual growth of the timber which has not yet reached its maturity. Therefore, as related to this territory, the item of annual growth may be considered as negligible.

An item of cost in carrying timber, which is by no means negligible but which cannot be ascertained definitely, is the damage done to timberlands by fires which occur annually all over the country, burning over cut over areas, eating into the edges of virgin forests and causing in the aggregate a large amount of damage. We are all spending considerable sums of money yearly to protect our forests but this does not suffice for complete protection, and damage continues more or less annually. This loss by fire, coupled with the damage from wind storms and insects, is large in the aggregate, but so indefinite in character that it can only be guessed at.

A few years ago we noticed that all our tamarack trees were dead, and some of us on inquiry learned that from the eastern edge of the peninsula extending west to Duluth and north up through Minnesota the same condition prevailed. We now know that the saw fly has killed eighty per cent of the tamarack timber in the upper peninsula of Michigan. The value of this timber has never been computed, but in the aggregate it is very large. These are real risks occurring annually, which should be offset by a sinking fund in the nature of an addition to the cost of carrying timber, as we do not know that any year, fire, cyclone or destructive insects may cause serious damage to our forests. The amount which should be included in carrying charges to compensate for losses of this kind cannot be accurately determined and the opinions of those who have had experience must be taken as a guide. These opinions vary according to individual experience; some have suffered more than others from damage to their timberlands and these are inclined to rate it as high as two per cent per year. Others put it as low as one-half per cent. An average of opinions solicited is close to one per cent of value. I have, therefore, adopted this figure as a part of the annual carrying charge.

The cost of taxes has been definitely ascertained by compiling returns from timber owners in each county in northern Michigan covering the period 1907 to 1915, and the progressive increase in cost of taxes is certainly alarming. There is no doubt that the increase in taxes works to prevent conservation, as it is a source of constant pressure against the timber owner, driving him to realize and get out from under an accumulation of expense, and the only way the timber can be realized on is by conversion into lumber and other finished products, thus defeating the principle of conservation and adding new burdens to an already over-supplied lumber market.

Interest rates used in computing carrying charges vary from five per cent to six per cent, but most of the financing done by lumbermen in the form of bond issues consists of issues of six per cent bonds, which are sold to bond dealers at from 92c to 95c on the dollar, with an additional charge for expenses of examining the property covered by the mortgage, which is about equal to a further discount in the selling price of two per cent. A large part of the bond issues which have been floated on timber properties have netted the lumberman only 90c on the dollar. Most of them have run for ten years at six per cent, the discount equals an additional one per cent for the period, making the interest rate paid $7.00 per year on the $90.00 secured by the lumberman from the sale of his bonds, which is very close to eight per cent. At eight per cent, with the taxes added, the cost of timberland increases alarmingly fast. For the purpose of our computation six per cent is certainly a conservative figure for use in this case.

In order to arrive at a starting point for a computation, we have endeavored to ascertain the average value of the various kinds of timber growing in the northern peninsula of Michigan during the period 1907-8, and I have solicited the experiences of many lumbermen and timber owners in this section of the country, and have selected many actual sales and purchases made during that period, which, together with the opinions given, form a basis for an average of price ruling at that time. Some of the figures used were very low, placing hemlock at $1.00; others placed it as high as $3.50. The location of standing timber and the relative cost of getting the logs to the market enter so largely into the value of the standing timber that it is only by securing averages of this kind that dependable figures representing an average of the territory in question can be secured, and in making this computation I have endeavored to secure an average.

As the variety of timber on our lands is large, consisting of about sixteen different kinds of saw-logs and a list of other products in

TABLE No.1 Jan.1,1907 - Jan.1,1915

	HEM.	MAPLE	BIRCH	ELM	BASS.	ASH	W.P.	NORY.	OAK	TAMA.	SPRUC	Balsam	Beech	General Average
Estimated average value of timber Jan.1,1907	2.50	1.50	4.00	5.00	6.00	6.00	12.00	8.00	6.00	2.00	5.00	3.00	.50	4.73
Proportion of Taxes 1907	.022	.013	.036	.044	.053	.053	.105	.070	.054	.018	.044	.026	.004	.026
6% Interest on Cost	.15	.09	.24	.30	.36	.36	.72	.48	.36	.12	.30	.18	.03	.284
1% Sinking Fund	.025	.015	.04	.05	.06	.06	.12	.09	.06	.02	.05	.03	.005	.047
Total Cost Jan.1,1908	2.697	1.618	4.315	5.394	6.473	6.473	12.945	8.630	6.474	2.158	5.394	3.236	.539	5.087
1908 Taxes	.022	.013	.036	.045	.054	.054	.108	.072	.054	.018	.045	.027	.004	.027
6% Interest	.162	.097	.259	.324	.388	.388	.777	.518	.388	.129	.324	.194	.032	.305
1% Sinking Fund	.027	.016	.043	.054	.065	.065	.129	.086	.065	.021	.054	.032	.005	.051
Total Cost Jan.1,1909	2.908	1.744	4.653	5.817	6.980	6.980	13.959	9.306	6.981	2.326	5.817	3.489	.580	5.470
1909 Taxes	.026	.016	.041	.052	.062	.062	.125	.084	.064	.020	.052	.031	.05	.031
6% Interest	.174	.105	.279	.349	.419	.419	.837	.558	.419	.139	.349	.209	.034	.328
1% Sinking Fund	.029	.017	.046	.058	.07	.07	.139	.093	.07	.023	.058	.035	.006	.055
Total Cost Jan.1,1910	3.137	1.882	5.019	6.276	7.531	7.531	15.060	10.041	7.534	2.508	6.276	3.764	.670	5.884
1910 Taxes	.028	.017	.045	.056	.067	.067	.134	.09	.07	.022	.056	.033	.006	.0334
6% Interest	.188	.113	.301	.376	.452	.452	.904	.602	.452	.150	.376	.226	.04	.352
1% Sinking Fund	.031	.019	.05	.062	.075	.075	.151	.100	.075	.025	.063	.038	.007	.059
Total Cost Jan.1,1911	3.384	2.031	5.415	6.770	8.125	8.125	16.249	10.833	8.131	2.705	6.771	4.061	.723	6.3284
1911 Taxes	.028	.017	.045	.056	.067	.067	.136	.091	.07	.022	.056	.033	.006	.034
6% Interest	.203	.122	.325	.406	.487	.487	.975	.650	.488	.162	.406	.244	.04	.38
1% Sinking Fund	.034	.02	.054	.068	.081	.081	.162	.108	.081	.027	.068	.041	.007	.063
Total Cost Jan.1,1912	3.649	2.190	5.839	7.300	8.760	8.760	17.521	11.682	8.770	2.916	7.301	4.379	.776	6.805
1912 Taxes	.039	.024	.064	.08	.096	.096	.192	.129	.099	.031	.08	.047	.008	.047
6% Interest	.219	.131	.35	.438	.526	.526	1.051	.701	.526	.175	.438	.263	.05	.408
1% Sinking Fund	.036	.022	.068	.073	.087	.087	.175	.117	.088	.029	.073	.044	.008	.068
Total Cost Jan.1,1913	3.943	2.367	6.311	7.891	9.469	9.469	18.939	12.629	9.483	3.151	7.892	4.733	.842	7.328
1913 Taxes	.053	.032	.085	.106	.127	.127	.225	.172	.131	.042	.106	.063	.01	.063
6% Interest	.236	.142	.378	.473	.568	.568	1.136	.758	.569	.19	.473	.284	.05	.440
1% Sinking Fund	.039	.024	.063	.079	.095	.095	.189	.126	.095	.032	.079	.047	.008	.073
Total Cost Jan.1,1914	4.271	2.565	6.837	8.549	10.259	10.259	20.489	13.685	10.278	3.415	8.550	5.127	.910	7.904
1914 Taxes	.053	.032	.085	.106	.127	.127	.225	.172	.131	.042	.106	.063	.01	.064
												.307	.054	.474
6% Interest	.256	.154	.410	.513	.616	.616	1.239	.821	.616	.205	.513	.051	.009	.079
1% Sinking Fund	.043	.026	.068	.085	.103	.103	.206	.137	.102	.034	.085	5.548	.983	8.521
Total Cost Jan.1,1915	4.623	2.777	7.402	9.253	11.105	11.105	22.148	14.815	11.127	3.696	9.254			

addition, the task of distributing the taxes on forty acres of timberland equitably upon each item presents some difficulties. To simplify the matter some, short cuts were necessary which did not affect to any extent the accuracy of these figures. We received detailed estimates on 26,559 acres of timberland, covering practically all the forest counties in northern Michigan, with detail of all taxes on each description from 1907 to 1915.

Eliminating from the calculation such items as hemlock bark, cordwood, and making an allowance for ties, poles, etc., we computed the value of these lands, using the average stumpage prices ruling in 1907-8 for the different kinds of saw timber, secured as previously described. The taxes on these lands were then subdivided proportionately for each year, giving us the yearly taxes on each kind of wood, and it should be noted that the taxes have increased 146 per cent in the last eight years.

This process enables us to make the following table (see page 24), commencing with an initial cost January 1, 1907, and bringing the cost down to January 1, 1915, of each kind of saw-log timber which is of importance:

The figures in this table, which are too numerous to read in detail, are worthy of careful study. They show, perhaps more clearly than we have ever before realized, just how stumpage costs mount up year after year, and that if we bought stumpage, or had it in our possession on January 11, 1907, we must calculate that the cost on January 1, this year, was almost double that of eight years ago. The question that faces us, as stumpage owners, is whether we can sell our stumpage at prices which will let us out on these costs. The answer is given in the lumber market of 1915, as in the last analysis lumber and stumpage are the same, stumpage being what there is left out of our lumber prices after all costs of logging, manufacture and selling are deducted.

At this point, therefore, having ascertained the cost of our stumpage which has been carried since January 1, 1907, we can do no better than add on the actual operating cost so well presented by R. B. Goodman at the October association meeting. This I have done, in the following table, to which I have added a line giving the average selling prices for rough mill run lumber at interior Wisconsin and upper Michigan mills in 1914.

The last line of table No. 2 is the one that tells the story. It shows conclusively that based upon what were acknowledged to be fair stumpage values eight years ago the present average selling prices for lumber make a loss of from 50c to $6.00 per thousand feet of lumber manufactured in that year.

Extended comment on this situation is unnecessary. We must either get more out of our timber, or incur greater loss each year, as carrying charges mount up with fatal persistence.

EDITOR'S NOTE: The foregoing is an address made by C. H. Worcester of Chicago, Ill., before the Northern Hemlock & Hardwood Manufacturers' Association in session at Milwaukee, Wis., January 26.

No Chance for Over Production in Memphis Territory

There has been a slight further increase in production of hardwood lumber in Memphis and the Memphis territory during the past fortnight. It is emphasized, however, that a number of the mills which have resumed are not running more than from fifty to sixty per cent of their full capacity and that there are still quite a goodly number which have made no preparations whatever to start up their machinery again. Taken as a whole, production for this section is still sharply below normal, and, while there may be some increase in the near future, it is pointed out by milling interests that it will be quite difficult to bring the output up to anything approximating normal even if conditions should become sufficiently favorable to justify this course.

This view is based largely upon the scarcity of logs available for immediate use. The millmen say that weather conditions have been such during the past few months that they have been able to make very little progress in getting out timber and, while some few of the larger firms are well supplied with logs, this is by no means true of the rank and file. It has been raining, sleeting, or snowing almost uninterruptedly in this territory for the past three or four weeks and the amount of clear weather since Thanksgiving day has been perhaps smaller than ever known for the same period. The ground is thoroughly water soaked throughout this entire section of country and the situation, from a logging standpoint has been very bad. This weather has very greatly restricted logging operations and these were further cut down during August, September, October and November as a result of the war in Europe which caused practical stoppage of both logging and milling.

One of the officials of the Valley Log Loading Company is authority for the statement that there are not 1,000 cars of logs to be handled on the Yazoo & Mississippi line of the Illinois Central and the Memphis-Marianna cut-off of the St. Louis, Iron Mountain & Southern, on which this firm operates log loading machinery. He says that there is only one loader in operation and that the company is loading about 300 to 400 cars per month, or between twenty and twenty-five per cent of its normal capacity. He does not see prospect of any material increase in the amount of timber in the near future, declaring that weather conditions have been such as to make preparation of timber for marketing almost impossible. This company loads from seventy-five to eighty per cent of the timber received at Memphis and at a number of points in the Memphis territory and its statement of logs in sight and the amount of timber being loaded is accepted here as quite trustworthy.

Lodgepole pine, one of the principal trees of the Rocky Mountains, makes good strong wrapping paper and pulp board.

TABLE NO. 2

	OPERATING COSTS AND REALIZATION													
	R.M.	MAPLE	BIRCH	ELM	BASS-WOOD	ASH	W.P.	SOFT	OAK	RAMA	SPRUCE	BALSAM	BEECH	AVERAGE
Total Stumpage Cost Jan.1,1915	4.62	2.78	7.40	9.25	11.10	11.10	22.15	14.81	11.12	5.70	9.25	5.55	.98	6.82
Actual Logging	3.50	5.50	5.00	4.75	4.25	5.00	5.50	3.50	5.00	4.25	4.25	4.25	5.00	4.45
Roads & Spurs	.75	1.00	1.00	1.00	1.00	1.00	.75	.75	1.00	1.00	1.00	1.00	1.00	.98
Logging Ry. Operation	.75	1.00	1.00	1.00	1.00	1.00	.75	.75	1.00	1.00	1.00	1.00	1.00	.98
Freight	1.75	2.00	2.00	2.00	1.75	1.75	1.75	1.75	2.00	1.75	1.75	1.75	2.00	1.84
Overhead	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Cost of logs at Mill	12.37	13.28	17.40	19.00	20.10	20.85	29.90	22.56	21.12	12.70	18.25	14.55	10.98	17.72
30% over-run reduces lumber log cost to	9.51	10.21	13.38	14.61	15.46	16.04	23.00	17.35	16.24	9.77	14.04	11.19	8.46	13.63
Mill to Pile	3.00	3.60	3.50	3.75	3.75	3.50	3.00	3.00	3.60	3.75	3.75	3.75	3.60	3.48
Plant Overhead	.80	1.00	1.00	1.00	1.00	1.00	.80	.80	1.00	1.00	1.00	1.00	1.00	.98
Shipping	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50
Sales Expense	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50
General Expense	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50	.50
Discount & Deduction	.40	.40	.40	.40	.40	.40	.40	.40	.40	.40	.40	.40	.40	.40
Actual Cost	15.21	16.71	19.78	21.26	22.11	22.44	28.70	23.05	22.74	16.42	20.59	17.84	14.96	19.97
6% on Investment	.90	.90	.90	.90	.90	.90	.90	.90	.90	.90	.90	.90	.90	.90
	16.11	17.61	20.68	22.16	23.01	23.34	29.60	23.95	23.64	17.32	21.50	18.74	15.85	20.87
Average Selling Price Sgh.1914	14.50	16.50	20.50	21.00	22.50	23.00	23.50	21.00	24.50	14.50	19.50	17.00	14.00	19.39
Loss	1.60	1.11	/18	1.16	.51	.34	6.10	2.95	.86	2.82	2.09	1.74	1.85	1.48

Meeting the Consumers' Needs

Editor's Note

The following paper was read by W. W. Brown, of the Hamilton Manufacturing Company, of Two Rivers, Wis., before the Northern Hemlock and Hardwood Manufacturers' Association in session at Milwaukee, January 27.

I think you will all agree with me that the tendency these days is for the manufacturer to take his lumber direct to the consumer wherever it is both economical and practical. This is true not only with the lumber but with many another business, and where it is economical and practical, is bound to produce good results, providing the two parties can get together on a standard basis and deal honestly and intelligently with each other.

In order to accomplish this, each must know something of the other fellow's business. The lumberman must know the needs of the different manufacturers in order that he may cut his lumber to suit the market. The manufacturer should know something about the lumber business to be able to deal intelligently with the proposition, because it is not only a lumber proposition up to the time the manufacturer receives it, but it is a lumber proposition with the manufacturer on through his dry kilns, cutting department, planing department and gluing department up to the time the various parts are ready to be assembled into the manufactured article, and then after it gets to the finishing room, it is more or less a lumber proposition in the way the different kinds of wood take the finish and the difference in the texture of the same kind of wood in taking the finish.

For example: take a car of quartered white oak that is composed of lumber sawed from logs gathered together from different sections of the country—some cut from high land where the trees are more exposed and become hard and tough, and some from the denser timber of the low-lands where it grows larger and is of a softer quality; cut it up into the right dimension—say in a lot of fifty cabinets, and according to our experience the cabinet maker will be able to produce only twenty-five to thirty cabinets out of fifty that are matched up for color and that will finish evenly. The other twenty to twenty-five cabinets, having from twelve to twenty drawer fronts, will look like Joseph's coat of many colors no matter how careful the finisher may be, because of the different texture and hardness of the lumber.

We have found that by buying quartered oak from one tract of timber where there isn't any blue wagon makers' or highland oak mixed in, we reduce the number of cheap cabinets from twenty to twenty-five out of fifty to five or six out of fifty. The same trouble was experienced in mahogany. This trouble is done away with, however, by buying from a company that gets its logs direct out of one district or tract of timber; instead of from companies that have an assortment of logs derived from several districts along the African coast.

The manipulation of grades, except where there is an agreement or understanding between the lumberman and manufacturer, has caused considerable trouble and is a practice which I think ought to be eliminated. Neither side is wholly to blame. The manufacturer on the one hand, who insists on a cheap grade and won't pay the market value for the full product of the grade he wants, is much to blame, for the lumberman in order to sell him lumber must manipulate a grade for that particular price and give the fellow a cheap grade in quality as well as in price. In the end the manufacturer will find that he has been paying a good price for what he is getting, especially if the lumberman is a little unscrupulous and carries his manipulation to such an extent that it more than offsets the difference in price. On the other hand, there are lumbermen who seem to be looking for the fellow who doesn't understand lumber and is an easy prey to manipulation whether or not he pays the full market price for the lumber.

Most of the progressive lumbermen today express a desire to sell their lumber on a straight grade basis and demand a fair price, and it seems to me that this is the only way. The manufacturer would be ahead in dealing this way and he can and ought to help in many different ways. First, by learning something about the lumber that he can test the different grades in his factory and determine what is the most economical for his use. Then he knows exactly what he wants and can give this information to the lumberman that he in turn may manufacture his lumber to suit that trade. Some manufacturers think they are giving away cherished secrets to take the lumberman into their confidence and tell him how they cut up the timber and what use is made of it. It strikes me that that is rather a foolish attitude to take, for the more a lumberman knows about how the lumber is cut up and what it is used for, the better can he serve the interests of the manufacturer.

To know which grade or combination of grades in the different kinds and thicknesses of lumber we should buy in our plant at Two Rivers, we conducted a few tests, by testing one grade against another or against a combination of grades. The first was in the 4/4 birch, which is cut into lengths from 11" to 4', used in the manufacture of printers' goods. In this stock we tested No. 1 common, No. 2 common, and No. 3 to find out the most economical grade to use. We made several tests of each grade and the result was that the clear product derived from the No. 1 common, figuring it at $26.00 per thousand, cost about $31.00 per thousand, figuring the waste and labor in cutting and handling. The No. 2 common, figuring the lumber at $18.00 per thousand, cost about $24.50, and the No. 3 common at $16.00 per thousand cost $32.00. You can see by these tests that the 4/4 No. 2 birch works up at a saving of $6.50 per thousand over the No. 1 common and $7.50 per thousand over the good No. 3 common. These tests prove that where the No. 2 grade is graded on a clear cutting basis and your cuttings are from one foot to four feet, that it is the most economical grade to use.

The next test was in 5/4 basswood. This stock we cut up into cuts from 4' to 8' lengths for engraving boards and print boards. These must be clear white, both faces, not even a brown or black streak the size of a lead pencil being allowed, and they must be free from all crossing marks. We have been buying 5/4 winter sawed basswood firsts and seconds, but most of it was sawed in the summer, and were getting the No. 1 and better the full product of the grades both brown and white in color, paying a good price for a first and second grade. Some lumberman had tried to make us believe that if basswood were sawn in the winter it was white. The consequence was that only about one-half of the product worked into the article for which it was intended and one-half of the stock had to be used where a good No. 2 and 3 grade was good enough. The loss in working off the half of the 5/4 was about $20.00 per thousand. That is quite an item where you use from 100,000 to 150,000. We now buy a No. 1 common and better grade of white basswood and make a saving of several dollars per thousand, although we have to pay a little more, and buy a No. 2 and No. 3 common grade to take the place of what was culled out of the No. 1 and better mixed colored stock. The same was true with the 6/4 basswood, only we used up the waste from that at a much less loss.

In the 5/4 white maple the test was similar to that of 5/4 basswood, but the loss was not so great, effecting about a $10 loss on about one-half of from 100,000 to 125,000 per year.

These are only a few of the many instances already tested out. In fact, we have only begun to get at the bottom of the matter. I have a number of other tests which I am now working on and expect to get equally as good results as in some of the tests mentioned.

The economic use of lumber is a study that every consumer ought to take up, for it not only means a saving in dollars in the cost of his material for the present year, but will help to prolong the timber cut of the country, thereby keeping prices within a reasonable limit for years to come. There is considerable work being done in conserving the timber of the forests and it is right there should be, for if there is any natural resource in this country that has been abused and wasted, it is timber. But what is the use of conserving

the timber if the product of that timber is mis-used and wasted after it is cut into lumber. The manufacturer and consumer cannot afford to go on like this indefinitely, spoiling lumber by mis-manufacturing and caring for it, using lumber that doesn't suit his purpose, and peddling a large share of it around town for firewood. The manufacturer can no more afford to waste the lumber than the sawmill man can afford to waste his timber without expecting the price of lumber to advance needlessly and the cost of production to go beyond reasonable bounds.

Both the lumberman and manufacturer are to blame for this needless waste—the lumberman for not specializing enough in the manufacture of lumber, oftentimes to poorly manufacture and care of it and in a great many cases to sell his lumber in the wrong market or to a consumer whose needs do not suit. The consumer, on the other hand, is to blame for not buying the right kind or quality that is the most economical and suited to his purpose—sometimes through ignorance, sometimes through carelessness or oversight.

From what experience I have had in lumber, it seems to me that if the lumbermen would specialize more in the manufacture of their goods, they would realize much more out of their product and find a more ready market. From this I mean, not to try to cater to all the trade by cutting up one kind of lumber into a dozen different thicknesses and that many grades, thereby spreading their stock out so thin that there is nothing left to any of the grades, especially the thinner stock; where the larger and better logs have been cut into thick stock. With the ordinary mill, where they have only 2,000,000 to 5,000,000 of hardwood lumber all told, it is impossible to cut all thicknesses of lumber and satisfy the different consumers' wants properly. If you have a good run of birch, for example, and you want to sell to the finish trade that takes a No. 1 and better unselected grade, saw your birch all 1", and with careful sorting your lower grades will be up to standard and give satisfaction.

I had some experience along that line when I was shipping lumber. One place my people had about two million feet of birch lumber cut from 1" to 2"; the better logs cut into thick stock No. 1 and better. In shipping the 5/4, 6/4 and 8/4 we experienced no difficulty in satisfying our customers. When we shipped the 4/4 we sorted out the 1 and 2 red and the No. 1 red, which went through fairly well, although there was complaint that it was not wide enough. Sawing the thick stock was to blame for that. Then we sorted the 1 and 2 plain, together with the one-face 1 and 2 plain, out of the No. 1 and 2 common grades to ship west for finish lumber; the 1 and 2 face 4" strips for flooring and moulding trade. And what was left of the No. 1 common and No. 2 common we sold and started shipping, but the first cars hadn't any more than reached destination before I got word not to ship any more of the No. 1 and 2 common birch. Somebody bought that birch who knew lumber and knew that it was robbed, and I don't blame him for kicking because it was not only skimmed on top by the choice No. 1 and No. 2 common getting into the thick stock, but it was skimmed on the bottom by sorting out the red common and choice red 2's; on one side by taking out the finish, and on the other side by taking out all the good strips. And a grade skimmed on four sides is mighty poor stuff and can't very well satisfy the easiest kind of a customer. Now had that stock been sawn into 1" and 1¼" or 1½", or even a small amount of 2", being careful not to saw all the best logs into thick stock; throwing part of them into 1", and shipped straight grades without sorting out the red, strips and finish, there would have been no complaint.

Last spring I was in the market for some 4/4 No. 2 and better maple. One company quoted me a price so low that it looked like a bargain. I went to look the stock over to see what it was like and I found about 200,000 of 4/4 maple, sawed all the way from ¾" to 1¼" thick, poorly edged and trimmed, nothing over 8" wide and all lengths piled together on 10-foot foundations, thus allowing the 16-foot to project about 6 feet to the weather. The crossings were so badly out of line with each other that there was scarcely a straight course in a pile. The foundation timbers were laid on an old fill without putting any new slabs or hog-feed under them; consequently they settled unevenly and the lumber became twisted. They had in the first place about a half million feet of good maple, sold all the veneer logs, cut all the No. 1 and better thick stock they could, and the 4/4 that was left was jacket boards and lumber from small logs. There was a fairly good grade of narrow No. 1 and No. 2 common in the stock at that, with perhaps a sprinkling of five per cent of seconds, and would have been good lumber for a flooring mill had it not been almost entirely spoiled in sawing and by poor care. No manufacturer could afford to take that stock at $10 per thousand unless he was going to cut it into very small cuts. Where lumber is mis-sawed, crooked, twisted, weather-beaten and checked on the ends, it is impossible to get any sized cuttings without an enormous loss.

In the manufacture of lumber the first thing to be considered by the sawmill man is the size, quantity and quality of his logs and if he has a large enough amount of any one kind and they run good to quality and size, by careful engineering he can cut from two to three different thicknesses without needlessly robbing any one thickness.

The second consideration is the sawing and manufacturing. Care should be taken that the stock is full thickness when dry and is properly edged and trimmed.

The third and very important consideration is the proper piling and care of the lumber. A grade of No. 2 common well taken care of is of more economic value to a manufacturer than a No. 1 common grade that has been poorly piled and is stained and warped out of shape.

By careful study in regard to specifications for lumber, I find that very good results can be obtained by using the grading rules compiled by the various lumber associations. One can almost always find some grade or combination of grades that will meet every requirement. There are cases where a special length and width works up to better advantage but we must also keep in mind the fact that it costs more money and oftentimes the difference doesn't offset the extra cost.

In dealing with the lumber proposition along these lines, the manufacturer can greatly assist the millman by not forcing him to cut any more special stock than is absolutely necessary, and having left a large amount of stock on his hands that has been robbed and is hard to get rid of, and which does not fully satisfy the people to whom it is shipped. I believe that if the lumberman, in a case where his stock has been robbed or is below standard, would be honest and frank with his customers and tell them the exact condition of the stock and make a small concession in price according to how much the grade has been damaged, he would not experience the trouble in getting rid of that kind of stock and satisfying his customers that they do where the stock has been misrepresented and the consumer has become disappointed. Oftentimes the consumer can use just such a grade to good advantage if he knows exactly what it is, but you can't expect him to buy that grade at the same price that he can purchase the full produce of the grade for. I believe the time is here, with a little more frankness and understanding between the lumberman and the manufacturer, when these differences will be reduced to a minimum.

Oak Crating and Pickets

Several recent incidental international news items should hold considerable interest for manufacturers using oak lumber. One of these is contained in a consular report from New Zealand, dealing with the new merchandise trade going to that country and Australia through the Panama canal. Some complaint was made of packing which was supplemented by the remark that one decided improvement in packing merchandise for export is the substitution of oak and other tough woods for pine. The oak has greater strength and holding qualities, and while it is not recommended as straight box wood, this opinion should lend encouragement to the use of cull oak in crating furniture and many other articles going abroad.

Another international item tells of an inquiry for 5,000,000 oak squares for pickets to be used in constructing entanglements in the war zone. It is easily evident from these that there are many opportunities to use small dimensions and cull oak in lines of work which manufacturers have not heretofore sought to exploit extensively.

Michigan Manufacturers Meet

The mid-winter meeting of the Michigan Hardwood Manufacturers' Association was held at the Hotel Pontchartrain, Detroit, on Thursday, January 28. Unsettled conditions of the hardwood trade resulting in the desire among all manufacturers for opinions of their fellow lumbermen brought out an unusually large number of prominent manufacturers from all over the state.

President Charles T. Mitchell of Cadillac was in the chair.

Report of Secretary

The first regular business was the report of Secretary J. C. Knox as follows:

Conditions arising from events both in the United States and in foreign countries have had a large influence on business in all lines of industry in this country and have knocked out all previous calculations and figures for the last year and for the present. Notwithstanding this, general business here seems to be improving but no one can predict at this time just how soon all business will assume its normal basis.

Our stock reports will show an increase of production over the estimate given a year ago of 11,000,000 feet, with two more members reporting for the actual output than reported for the estimate. The difference in hardwood production can be traced to one or two manufacturers who cut more than they anticipated they would at the beginning of the year. The difference in hemlock is about 15,000,000 feet more, with one less member reporting than a year ago. However, the estimate for the coming year is over 100,000,000 feet less than the 1914 cut in hardwoods, and 6,000,000 feet less in hemlock. Several mills have closed down.

Assessments levied on shipments of hardwoods from October 1, 1913, to October 1, 1914, have netted us $2,924.08, with several members yet to hear from.

In discussing the treasurer's report, Secretary Knox said there was a nice balance in the general fund and also in the forest fire fund. He stated that the balance of the general assessment of one cent per 1,000 feet will be called for on May 1. He asked for better co-operation among the members in preparing reports of recent sales in order that all members may benefit by this authoritative information.

On the question of lumber freight rates Mr. Knox said that the Michigan rates were advanced October 26, 1914, to points in Michigan at too great a proportion in comparison with rates in Wisconsin and the upper peninsula of Michigan where an advance of five per cent was made. The Michigan advances were based on a permit from the Michigan Railroad Commission and were made to within ninety-five per cent of the new sixth class. This basis is not satisfactory to lumbermen of Michigan and the rates have been protested in an effort to place shipments on an equal basis with other competing territory. According to Mr. Knox, the working of the combination of general advance of five per cent and the allowed advance in Michigan territory will mean a total advance of at least seven and one-half cents.

There was no regular report of the grading committee, but there was a general discussion on grading problems, the general theme being a plea for the maintenance of present rules in effect.

Market Conditions Report

The market conditions report has always been a feature of these meetings, W. C. Hull of Traverse City being chairman of this committee. The report, while not mincing matters nor endeavoring to gloss over the tone of the situation, was in the main satisfactorily optimistic. A lessened production but slightly increased stock in 1915 resulting in a smaller quantity of lumber for sale at this date than a year ago, were the contentions of the report. The market conditions committee came out emphatically in favor of the adherence to a reasonable amount of conservatism in manufacturing lumber during the coming year, or at least for a few months of the manufacturing season. If all the members would adhere to this policy, in the opinion of the market conditions committee, the situation will become very much clarified.

The report emphatically stated that there is no cause for anxiety as to No. 3 hardwood stocks, expressing as the opinion of the members of the committee that by January, 1916, any excess of No. 3 hardwood will have disappeared entirely. The present accumulation is the direct result of the railroads refraining from purchasing ties into which this class of stock has been going for the past two years. The report continues:

"Old contracts are being speedily renewed and many inquiries are out and ties are being exported. The box business also shows signs of improvement."

R. H. Rayburn reporting for the legislative committee on employers' liability said he believed there would be no change made in the present liability legislation.

Fire-warden Hickok, employed by the association, said that a new game warden will shortly be appointed and recommended that the association endorse both officially and through the personal efforts of the members, the application of R. H. Rayburn, member of the association for this position. He said Mr. Rayburn has not solicited the office, but is willing to accept it in behalf of the lumber business.

Inter-Insurance

In an address by Charles F. Simonson, Chicago, manager of the National Lumber Manufacturers' Inter-Insurance Exchange, he explained in detail the points of superiority of inter-insurance when compared with the methods of stock companies. The two main features of superiority, according to his explanation, were the less cost and the equal security of inter-insurance. The property included in the risks is widely scattered and conflagrations cannot endanger much of it; while that danger is perpetually present in cities and congested industrial centers.

The speaker insisted that the campaign against wood as a building material was based on false premises and reached erroneous conclusions.

It is idle to say that shingle roofs add unduly to the hazard, as there are undoubtedly many so-called composition roofings composed of tar and asphalt which are more inflammable and conduct heat more rapidly than wood shingles.

When you consider the use of wood in building construction and the increased cost of fireproof construction, what advantage was there in the so-called fireproof buildings which in Baltimore and San Francisco conflagrations suffered loss as high as ninety-eight per cent in the fire districts.

There is no question that the solid heavy plank and timber floor construction without openings, on columns of wood, has many advantages, and is the very best type of construction that can be used to resist fire in any building. Being in solid mass the wood is not quickly ignited, and burns very slowly, and tests show that a 12"x16" timber is weakened but about twenty per cent if burned to a depth of 1". Structural iron or steel, unless completely protected, softens rapidly, buckles under heat and collapses quickly when water strikes it, and many buildings so protected have been totally destroyed when subject to fire test.

So-called fireproof construction has not proven satisfactory, when put to the test as shown in such notable instances as the garment workers' fire in New York a few years ago, and the Edison plant a few weeks ago. The records show that fires have generally been controlled in buildings with solid plank floors, and there is no question that such a building will present greater resistance to fire within, and where it has brick walls, the equal to so-called fireproof construction from a fire without.

Mr. Simonson stated that the exchange will start writing business on February 15.

After a discussion on various pertinent features of the general insurance business, the association went on record as supporting the new exchange.

Some Troubles of the Lumber Industry

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, pointed out a number of lumber troubles and suggested remedies. He said in part:

The business is second to the largest in the United States. Since 1850 the sawmill cut has approximated 2,000 billion feet, and there yet remains in private ownership enough timber to cut that much more.

Yet no fortunes have been made in lumbering. If wealth has resulted it has come from dealing in timberlands, not in cutting timber.

The claim has been repeated many times that waste is too great, that mills are taking timber faster than it is growing. It may be taken for granted that there would be little waste if it were possible to avoid it. No lumberman has ever wilfully wasted his capital. If he has sent only the best grades to market it has been because there was market for those grades only.

Much is heard of the campaign in favor of wood substitutes. The campaign is vigorous, and is backed by enormous advertising funds, while the promoters of wood are spending comparatively little for advertising. Because lumber is only lumber they seem to think there is little use of advertising, and it is left to sell itself. Last year there were $600,000,000 spent in the United States for advertising purposes.

The National Lumber Manufacturers' Association has been trying to maintain the position of the lumber industry on less than $20,000 a year. Limestone men in a single state have raised an advertising fund five times as great; the California raisin growers are spending $100,000 a year to advertise raisins; one wall board firm pays $125,000 a year for publicity. An examination of the advertising pages of magazines, trade papers and journals and newspapers generally brings out the fact that wood falls far below other building materials in the advertising received. In one list of papers, wood's pro rata of advertising was 6.5 per cent; other building materials aggregate 93.5 per cent. In another list wood's advertising was seven per cent to ninety-three for other building materials. Again the ratio was thirteen for lumber and eighty-seven for substitutes. In another list wood received six per cent of the advertising, substitutes ninety-four per cent. In only one instance under investigation did lumber receive one-third as much advertising as was given to substitutes. Cement interests pay hundreds of thousands yearly for advertising. The same is done by pressed brick, prepared roofing and metal building material.

Is it not time to look the problem squarely in the face? Eighty per cent of all buildings put up in the United States have wooden frames. There is much more to lose, and the promoters of substitutes are doing all they can to take the business away from lumber.

Mr. Kellogg suggested ten remedies to try in hope of bettering the lumber business, which, reduced to bare outline, are as follows:

1. The lumberman should work in the dark no longer. He should establish clearly and scientifically what it costs to manufacture and sell lumber.

2. The utilization of timber tracts must become much more efficient and complete before the lumber industry can be put upon a stable basis. Ways must be found to market [illegible] the average of wood per acre.

3. There should be a greater insistence upon honest grades of lumber. Too many times the lumber business has been discredited by juggling with grades and by the substitution of grades because the consumer was ignorant of the rules.

4. In many kinds of timber there should be a greater diversity of grades carefully framed to meet the needs of various classes of customers. The buyer does not generally object to paying a fair price if he gets what he wants.

5. Forest products should be sold more intelligently; that is, upon much wider and more complete information concerning the requirements of all classes of consumers.

6. The lumber manufacturer should tell the consumer how his product can be used. In the words of a prominent sales manager—"Lumber used to be bought, now it must be sold"—and it must be sold in the face of strong competition.

7. The public must be educated to the real merits and uses of wood, and the education must be a continuous process, not spasmodic.

8. The lumberman must have more faith in his own product. No man ever sold goods long and successfully who didn't believe in them heart and soul. The lumberman who hasn't the courage of his convictions when he undertakes to sell lumber, better be selling something else.

9. The only way to reduce the waste of forest resources equally deplored by lumbermen and conservationists is to restrict the production of lumber to market demands.

10. The lumber industry in the future must coöperate much more effectively than in the past through associations of producers. Lumbermen must learn what other successful manufacturers knew long ago—that in order to make money, money must be freely spent for promotion.

At the conclusion of his talk, Mr. Kellogg told of the necessity of raising funds immediately to defray expenses of the massmeeting of lumbermen to be held in Chicago on February 24 and 25. His request for $100 was immediately granted by a special motion, after which the meeting adjourned.

Louisiana's Oldest Sawmill

The New Orleans *Lumber Trade Journal* of January 15 published an account of the discovery of the ruins of an old sawmill sunken in the mud and hidden by vines near Baton Rouge, La., and surmises that it "may have been the first sawmill in the South." Dates on the castings show that the mill was built in 1796 or later.

The mill built in 1796 is entitled to due respect, but it lacks a lot of being the first sawmill in the South. Perhaps every southern state had sawmills earlier than that. Louisiana had them long before that time. A semi-official report by a British officer named Philip Pittman, proves that fact. He visited the various settlements in the Mississippi valley during the period intervening between the French and Indian war and the American Revolution, and his report was published in London in 1770, under the title "Pittman's Mississippi Settlements." Bearing in mind the date of that publication—twenty-six years earlier than the date on the old sawmill castings recently discovered near Baton Rouge, the following paragraph, from page 60 of his report, and referring to Louisiana, is significant:

"Many of the planters have sawmills which are worked by the waters of the Mississippi in the time of floods, and then they are kept going night and day till the waters fall. The quantity of lumber sent from the Mississippi to the West India Islands is prodigious, and it generally goes to a good market."

The traveler made his way slowly northward through the Mississippi valley, visiting all the settlements and making particular note of such development as came under his observation. Nearly a thousand miles inland from the Gulf, and within the present state of Illinois, nearly opposite what is now St. Louis, he had this to say of mills (page 85):

"Mons. Paget was the first who introduced water mills into this country and he constructed a very fine one on the river Cascasquias [Kaskaskia] which was both for grinding corn and sawing boards. It lies about one mile from the village. The mill proved fatal to him, he being killed as he was working in it, with two negroes, by a party of Cherokees, in the year 1764."

There is reason to believe, but positive proof may not be obtainable, that there was a sawmill near San Antonio, Texas, two hundred years ago. If some one should carefully dig out the early sawmill history of the South some very interesting facts would be discovered.

Modern Rip Saws Pay

It pays the sawmill man making dimension stock and doing other ripping to use the modern self feed rip saws of large capacity rather than undertake to do quantities of work with the old hand feed machines. Considerable attention has been centered recently on ripping up planks and flitches and doing dimension work at the sawmills because of a pretty general cleaning up of thick stock. There is indication that much more of this class of work will be done during the year. Some of the hardwood mills while not operating the main saw have put in part of the time during the winter and spring trimming and ripping up lumber to fill orders and to fit it for market. It is in this work that both economy and greater capacity can be obtained by the use of modern types of power feed rip saws. The old hand feed rip saw is a mighty useful machine and is not surpassed in general utility. Moreover, every mill should have one or more, but when it comes to quantity of ripping there is economy in having the modern machines which save elbow grease and reduce cost.

It is estimated that the government's Grand Canyon game refuge, in Arizona, now contains about 10,000 deer.

More than 9,000,000 young trees and 10,000 pounds of seed were planted on the national forests in 1914.

Interesting Traffic Developments

Determined protests were lodged at the State Department last week in behalf of the H. Weston Lumber Company of Logtown, Miss. This company owns extensive timber tracts in Chihuahua, Mexico, and has been advised that timber stealing on a large scale is in progress on its property. The prostration of the civil authority in Chihuahua makes appeal for police protection impossible. The State Department is asked to request the military element in power there to furnish protection to the American holdings. The State Department is inclined to doubt that any important stealing of timber is in progress, due to the difficulties of securing a market. The Weston company acknowledges that its information is not direct, as its representatives were forced to leave Mexico a year or more ago. The State Department has instructed American consuls to call the matter to the attention of General Villa.

Carriers have been ordered by the Interstate Commerce Commission to pay reparation to lumber companies in the following cases: J. W. Turnbull Lumber Company versus the Atlantic Coast Line; Rawlinson Lumber Company versus Western Railway of Alabama; Lathrop Lumber Company versus Mobile and Ohio; Krauss Bros. Lumber Company versus Yazoo & Mississippi Valley; W. A. Davis Lumber Company versus St. Louis, Iron Mountain and Southern; Mingo Lumber Company versus Norfolk & Western; Consolidated Lumber Company versus Minneapolis, St. Paul & Sault Ste. Marie Railway; Trexler Lumber Company versus Illinois Central; Wm. B. Lukens Lumber Company versus Florida Central; Cyrus C. Warren versus New Orleans & Great Northern; Roddis Lumber and Veneer Company versus Minneapolis, St. Paul & Sault Ste. Marie; J. W. Darling Lumber Company versus Louisiana Railway and Navigation Company; Kraetzer-Cured Lumber Company versus Yazoo & Mississippi Valley; Snow Lumber Company versus Southern Railway; Trexler Lumber Company versus Philadelphia & Reading; Vestal Lumber Company versus Seaboard Air Line; Elm City Lumber Company versus Atlantic Coast Line; Berthold & Jennings Lumber Company versus Illinois Central; United Lumber Company versus Baltimore & Ohio; Bolz-McBride Cooperage Company versus Mississippi Valley Railway Company; Wm. Schuette & Co., versus Illinois Central; Willamette Box and Lumber Company versus Southern Pacific; Ohio Valley Tie Company versus Lousville & Nashville; Frost-Johnson Lumber Company versus Kansas City Southern; Houston Bros. versus Illinois Central; Paine Lumber Company versus Cincinnati, Saginaw & Mackinac.

Applications by carriers to be relieved of the provisions of the fourth section restrictions with regard to rough, green fir lumber in Oregon and California have been denied.

The case of the Davis Brothers Lumber Company versus the Chicago, Rock Island & Pacific was dismissed last week. The case of the Meeds Lumber Company versus the Alabama Central was ordered reopened.

Rates on lumber and forest products from Wisconsin points to various destinations within the city limits of Chicago have been attacked by the J. S. Stearns Lumber Company of Chicago and the A. S. Pierce Lumber Company of Rhinelander, Wis. These companies declare that any rate in excess of ten cents from certain points on the Chicago & Northwestern is unreasonable. Heavy reparation is asked.

A brief has been submitted by the Louisville & Nashville in the case brought against it by the Powell-Myers Lumber Company of South Bend, Ind. The case involves the question of through rates on lumber for reconsignment between Alabama producing points and middle western destinations.

Overcharges said to have been made by the Minneapolis, St. Paul & Sault Ste. Marie form the basis of a complaint registered by the Bradley Timber and Railway Supply Company of Duluth.

The case of the Des Moines Sawmill Company versus the Minneapolis & St. Louis Railway will be heard February 25 in Des Moines by Examiner J. E. Smith.

Commissioner Daniels has set March 23 as the date on which he will hear evidence in the important matter on stoppage of cars in transit to complete loading or to unload partially. The hearings will be held in Chicago.

Proposed increases of rates on various kinds of lumber in carloads from southern producing points to Ohio river crossings, St. Louis, and to points beyond, have been suspended until July 28. The same order covers lumber traffic originating in Missouri and Arkansas and destined to gulf ports. The carriers designated October 1, 1914, as the date on which the new rates were to become effective. The commission suspended the rates until January 28 for investigation. As this has not been completed, the suspension date has been advanced to July 28.

In view of the fact that the Ashley, Drew & Northern Railroad has been divorced from the Crossett Lumber Company of Crossett, Ark., the Interstate Commerce Commission has ordered that it is not to be considered longer as a tap line. The railroad is being operated by the Arkansas, Louisiana & Gulf Railroad Company which has taken the road over on a lease with an option to purchase. None of the revenue now being earned by the railroad is going directly or indirectly to the stockholders of the Crossett Lumber Company.

Rates between West Virginia producing points and stations on the Pennsylvania railroad are attacked in a claim presented by the Forest Lumber Company of Pittsburgh against the Morgantown & Kingwood Railroad et al. Reparation also is asked on numerous shipments that have moved.

Weekly Wages on Sawmills

The Bureau of Labor Statistics, Department of Labor, has published a bulletin of 160 pages dealing with wages in different fields of the lumbering business. Most of the figures are for the years 1912 and 1913, but some go back to 1907, and a few are much older. The figures are compiled in tables and are then manipulated in all the ways known to the arithmetic laws of permutation, to show all percentages and other changes that may be rung on the combinations. The nub of the statistics relating to sawmill wages for 1912 and 1913 is given in the following summary:

Occupation.	Weekly wages 1912.	Weekly wages 1913.
Doggers	$11.06	$11.22
Edgerman	15.97	16.28
Laborers	10.03	10.40
Machine Feeders	11.07	11.34
Band Sawyers	33.47	33.90
Circular Sawyers	31.03	31.71
Gang Sawyers	18.86	19.02
Resawyers	15.41	15.77
Setters	15.29	15.71
Trimmer Operators	12.73	13.20

It may here be seen that wages have shown a slight tendency to increase. Figures which go further back indicate a like tendency generally since 1908, but during 1907 wages were frequently higher than in any succeeding year.

Wages for furniture makers, based on general averages, are given for the two years:

	1912.	1913.
Cabinet Makers	$13.20	$13.30
Hand Carvers	17.44	17.41
Chair Assemblers	11.10	11.32
Finishers	11.44	11.81
Machine Hands	12.30	12.50
Upholsterers	16.33	16.42
Veneerers	12.36	12.45

J. H. HIMMELBERGER, CAPE GIRARDEAU, MO., PRESIDENT

E. B. BURNS, HUNTINGTON, W. VA., FIRST VICE-PRESIDENT

RALPH MAY, MEMPHIS, TENN., SECOND VICE PRESIDENT

Hardwood Manufacturers Meet

Attendance at the thirteenth annual meeting of the Hardwood Manufacturers' Association of the United States was very gratifying considering the general depression throughout the country and the disinclination on the part of everybody to spend even traveling money. The attendance was representative and the sessions closely attended.

President J. H. Himmelberger, Cape Girardeau, Mo., called the meeting to order on Thursday morning, January 28.

Mayor Frederick S. Spiegel of Cincinnati in his address of welcome told of the many attractions offered by the city, and extended a most cordial welcome to all of the visiting lumbermen. His expression of cordiality was further emphasized by Alex Schmidt, president of the Cincinnati Lumbermen's Club, who in his address brought in the question of the advisability of establishing a national merchant marine.

R. L. Hutchinson, president of the Hutchinson Lumber Company, Huntington, W. Va., raised a laugh in his response to the addresses of welcome through the humorous tone which he adopted.

President's Address

President J. H. Himmelberger, in his annual address, reviewed the business history of the past year as far as it is of concern to the lumbermen. There were some features in that history on which he preferred not to linger, because many things were not pleasant to bring in review. The last of the unpleasant circumstances have not yet wholly passed, but the lumbermen are showing a willingness to go ahead in the best way possible and do business in as good a manner as they can, while expecting better things in the future. A summary of his address follows:

When war with its loss of life and destruction of property has ended, a great deal of reconstruction must be done in the regions where hostilities have done their work, and lumbermen in America must not overlook the opportunities brought within their reach.

Many large questions are before the lumber interests of this country. Success depends upon the skill with which these problems are solved. One of the most important of these is the marketing of lumber. Lumbermen have spent too much time fighting one another and too little in fighting in a common cause where all have equal interest. All should stand together and push wood against substitutes, and should waste less time and energy in contending over the respective merits of grades, rules and different kinds of lumber. Fortunately, the financial situation does not appear to be giving anyone much concern at this time. The new banking law seems to be able to provide for any contingency that is likely to arise.

The National Lumber Manufacturers' Association has recently put into the field a new insurance organization known as the National Lumber Manufacturers' Inter Insurance Exchange. The purpose of this exchange is to furnish reliable insurance to lumber manufacturers, planing mill operators, etc., who meet the requirements, at a reasonable cost. Insurance organizations of this character are past the experimental stage, and have been operated successfully for many years, and at a very considerable saving to the policyholders.

If the government's attitude toward business were a little more friendly the result would appear in the form of greater confidence among business men.

The manufacturers of lumber have it in their power to advance their own interests by making closer study of efficiency and giving more attention to manufacturing costs. They have a promising field for more efficient marketing by becoming better acquainted with their customers' needs.

The Forest Products Federation has come before the lumbermen of the country as a candidate for favor. There is a large field for its activities. An educational campaign is in contemplation no less than a purely business campaign.

Treasurer's Report

The treasurer's report showed a very satisfactory balance on hand with all expenses paid.

Cash in Bank, January 16, 1914		$ 5,698.49
Cash in Office, January 16, 1914		.07
Cash Receipts of year ending January 16, 1915		23,051.13
Total cash		$28,749.69
Disbursements for same period		25,209.97
		$ 3,539.72
Balance in Bank	$3,537.73	
Cash in Office	1.99	
	$3,539.72	

Report of the Secretary

Secretary Weller then read his report, which follows:

Nineteen Hundred and Fourteen would not be considered by association workers an ideal year for promoting the interests of their organizations. It is usually expected that periods of business depression shall cause a loss of interest, and a falling off of membership that will necessitate careful nursing to bring the organization back to its normal working condition; but our experience the past twelve months has been just the opposite, and we have come through a year marked by more than 18,000 failures in 1,655,496 concerns doing business, or 1.10 per cent of the whole number (the largest percentage in fifteen years) with an increase in membership, and what is even more gratifying, a membership that is thoroughly alive to what this association means to it, and which always stands ready to give its support to any movement that is for the betterment of the industry.

WM. H. WELLER, CINCINNATI, OHIO.
SECRETARY

LEON ISAACSEN, COAL GROVE, OHIO.
TREASURER

R. H. VANSANT, ASHLAND, KY.
DIRECTOR

We have not made so much of an effort the past year to increase our membership as we have to serve those we already had and bring about a closer relationship between our members in the different parts of the country.

Our members have gotten away from the old idea that in looking for a place to curtail expenses their association must be the first sacrifice. There is only one conclusion to draw from this and that is, that it is to the interest of their business for them to support their association, and treat it as if it were a part of their own business. Business men are not swayed by sentiment—association work with them is purely a business proposition and is in accord with the modern business idea, which is coöperation.

The number of inspections for the year has been reduced about forty per cent over 1913. This can be attributed in part to the smaller volume of lumber shipped, and also to the fact that our members are shipping more uniform grades than formerly. In this we see some of the results of our education work among the mills. An analysis of reports made by our inspectors brings out a point to which I want to call your attention, viz.: a great many complaints that can be easily eliminated, are due to careless manufacturing, and in urging you to watch your grades closely we also suggest that you do not overlook this very important point, which gives your customer just cause for complaint and re-acts not only upon you and your fellow lumbermen, but upon your association.

Throughout the year we have supplemented the mill instruction work, which was carried on so vigorously last year with inspection schools, which have been held at convenient points by Chief Inspector White. These schools have been well attended and those who have been fortunate enough to attend them have become enthusiastic supporters of this work, and want it repeated at frequent intervals. The method of work is substantially this—the chief inspector selects several hundred line boards of the different species of wood and numbers them consecutively. Each inspector goes over the entire lot and his grades are recorded. The chief inspector then follows and passes on each board, and all points of difference are discussed and threshed out. It is here that we get results. Every man who has a wrong idea of the interpretation of any point in our rules is given special attention and set right. After the work is completed, a statement is furnished each employer which shows the record of the inspector, not only of his own, but all who participated in the work. He can then determine just where his men are weak or strong, as the case may be, and whether he is giving away his lumber, which means his money, or causing him endless trouble and making for him a reputation of unreliability by making grades that do not represent what he has sold.

We believe these inspection schools furnish the very best means yet devised for our members to keep a check on their grades. Unquestionably, we are getting closer to the much talked of and desired uniform grades, but there is still room for improvement, and your association is always ready to help you.

Our commercial report has come into such demand that it is now distributed weekly. Nearly every member of the association uses it as a guide to help him in his credits. As stated in previous reports, it is not intended to take the place of commercial agencies, but to supplement them by furnishing reliable interchange of legder experience among our members. Non-members who are interested in this report may see how it operates by calling at our headquarters here in the hotel.

The financial condition of the association is excellent. The statement which has just been read shows a most gratifying condition of the treasury, and it will please you to hear that we start the year with all bills paid up to time of closing the books.

We have continued the fight against substitutes begun last year, and have given our support in every possible way to all movements which have had for their object the development of a larger market for lumber.

The Forest Products Exposition at Chicago and New York last May furnished a fair example of what lumbermen can do toward educating the public. While this association did not make an exhibit, it gave the exposition its financial and moral support and helped to make it possible.

The executive board held four meetings in the past year—the dates being April 4, July 11, October 10, 1914, and January 27, 1915.

If you have had occasion at any time in the past year and a half to examine the schedules of the government for hardwood lumber, you have noticed that the rules of the Hardwood Manufacturers' Association were given equal prominence with other rules. On inquiries for construction oak, our rules only are specified and great quantities of oak timbers and other hardwood lumber have been bought by the government on our rules. If any of our members are interested in government inquiries and are not receiving them and will notify the secretary's office, he will see that they receive them.

I wish to thank all of you for the hearty support you have given me the past year and assure you that it is my earnest desire to serve you in every possible way.

THURSDAY AFTERNOON'S SESSION

In the absence of F. C. Gifford, secretary of the National Association of Box Manufacturers, his address was read by E. H. Defebaugh. Mr. Gifford expressed the firm belief that the box business is gradually assuming a much more favorable condition. He went pretty thoroughly into the question of wood versus wood substitutes, referring specifically to the highly organized associations of substitute manufacturers, who have adopted the most modern merchandising methods in marketing their products through publicity and proper educational work among possible consumers as to proper uses of those materials.

Referring to the Pridham case, he said that paper packages now in use compared to the total number of containers, all classes, are the same as the quantity used two years ago, and further stated that the lack of initiative among lumbermen and the tendency to let the other fellow do the work have resulted in unsuccessful attempts to combat the growing markets for wood substitutes.

Mr. Gifford's paper, however, was very hopeful as to the future of this fight, stating that there is unquestionably a closer co-ordination of the lumber interests which will surely result in ultimately perfecting an organization that can actually accomplish something in this tremendous conflict.

Mr. Gifford's paper estimated that 5,500,000,000 feet of low-grade lumber is handled annually by the box manufacturers, who as a consequence consider that the fight for wood is their own fight.

R. H. Downman of New Orleans talked on the work done by the National Lumber Manufacturers' Association in behalf of the trade

C. F. SIMONSON, CHICAGO

ALEX SCHMIDT, PRESIDENT CINCINNATI LUMBERMEN'S CLUB

R. S. KELLOGG, CHICAGO

in general and asked emphatically for the moral and financial support of the Hardwood Manufacturers' Association.

J. M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, Memphis, spoke on the subject "Gum" and told of ambitious plans on foot for the coming year.

President Himmelberger called the attention of the association to a meeting which was held the day before by the executive board, at which the following resolutions were formulated addressed to the Interstate Commerce Commission and railroad presidents.

TO THE INTERSTATE COMMERCE COMMISSION

The Hardwood Manufacturers' Association, having as members the majority of the important hardwood manufacturers in the southern states, and voicing the interests of more than 5,000 small hardwood manufacturers in those states, notes with alarm the decision and order issued in Docket 184, increasing the rates on hardwood lumber from those states, and in view of the hearing on Docket 520 now being held covering tariffs suspended, carrying all of the advances asked for by the carriers in 184, ask that the order issued by your commission in 184 be suspended until the hearing in 520 has been finished and your commission has had an opportunity to review the great volume of testimony the hardwood lumbermen have put in the record, showing that more than seventy five per cent of the hardwood mills in the South are now closed down and many others operating at a loss, and that inevitable disaster will follow if the railroads continue the short-sighted policy now being pursued in burdening this industry with rates which the business cannot stand, even in normal times. Freight rates on lumber are now proportionately higher than on any other commodity, and we think a readjustment should be made placing lumber on a fair basis as compared with other commodities. The railroads, while suffering from loss of tonnage, are securing full tariff rates on all freight that moves, whereas prices of hardwood lumber have declined correspondingly with the decline in the volume of business. The record in 520 is the most complete record ever made showing the condition of a particular industry, and we trust the inflexible sense of justice of the Interstate Commission will grant this appeal.

TO THE RAILROADS

The Hardwood Manufacturers' Association, having as members the majority of the important hardwood manufacturers in the southern states, and voicing the interests of more than 5,000 small hardwood manufacturers in those states, notes with alarm the decision and order of the Interstate Commerce Commission in Docket 184, increasing the rates on hardwood lumber from those states. More than seventy-five per cent of the hardwood mills in the South are now closed down and many others operating at a loss, and we appeal to your better judgment to avert the inevitable disaster which will follow if these rates are put into effect, burdening the industry with rates which the business cannot stand, even in normal times.

We, therefore, ask that your road does not act on five-day order granted in 184 and advance the rates granted, because the industry cannot stand it, and if done it means the ruination of the hardwood business on your line, which has been built up at such great expense.

May we have your favorable answer to the request?

Efficiency and Costs

An address by L. V. Estes, president of L. V. Estes, Inc., Chicago, dealt with the subject, "Efficiency and Costs."

The speaker made a distinction between "cost accounting" and "accounting for costs," and he explained the difference somewhat at length. According to his definition cost accounting is a function of the book keeping department and is wholly clerical. It consists of keeping records in proper shape after they have been sent to the bookkeeper's desk.

Accounting for costs, however, is a matter of a different kind, according to the definition given it. It includes investigation in the factory and yard. Something more is involved than recording figures. The handling of cost items includes planning in advance, not only for the purpose of determining of what such costs shall consist, but likewise to keep the costs within proper bounds, and to see to it that no items get there unless that is where they belong.

In other words, cost accounting should begin in the factory or yard and end in the office—it should not begin and end in the office. Many factories keep records which the office makes no use of, but should do so. For example, if the cutter at a swing saw stacks up a pile of waste, and by checking against original measurements can tell how much waste there is, that information ought to go to the office to be figured in the cost. Otherwise the cost sheet will be incomplete.

It is essential to know what becomes of every scrap, whether finally wasted or finally used. This is of no less importance than knowing what becomes of every minute of the workman's time which is paid for. Work accomplished and time profitably employed have a place in the cost account; but it is no less important that record should be kept and used of lost time and wasted material, and the proper place to head these items off is before they have taken place in the factory.

The Thursday session was concluded with a general discussion on business conditions, in which the following prominent members took part: J. W. Mayhew, Ralph May, S. B. Anderson, Max Pease, R. M. Carrier, R. H. Vansant, R. L. Hutchinson and W. E. DeLaney.

The concluding business was the appointment of committees on nomination, resolutions and officers' reports.

ENTERTAINMENT

An elaborate smoker had been arranged for by the association, at which practically every visiting and local lumberman was present. It seemed to be the consensus of opinion that this was one of the cleanest and most entertaining functions that had ever been offered at a lumber meeting.

FRIDAY MORNING SESSION

The first business of the Friday morning session was the consideration of the adoption of a new constitution. The president appointed as a committee on this question, W. B. Burke, R. M. Carrier and E. A. Lang

Mr. Lang reported as follows for this committee:

The committee appointed to revise the constitution, consisting of Mr. Burke, Mr. Carrier and myself, found so many causes for changes that we decided it should be rewritten entirely. The result of our work is already in your hands, and I move, Mr. President, that the constitution as rewritten and submitted to the membership be adopted.

R. H. Vansant seconded this resolution, which was carried.

There had been discussed pretty generally among the association problems and otherwise, a proposed test of a fireproofing paint, which would take place in a temporary structure at the river front in the afternoon. B. A. Johnson and R. H. Downman gave the details of this proposed test, both of them expressing confidence in the outcome and advising full attendance of the delegates in order that the merits of the proposition might be thoroughly understood. L. L. Wolff of Cincinnati is the patentee of this paint which is being marketed by the Edwards Manufacturing Company of that city.

Charles F. Simonson, manager of the National Lumber Manufacturers' Inter-Insurance Exchange, gave an address on that organization. This address appears on page 28 of this issue.

Business and the Banking Law

Congressman Robert J. Buckley of the twenty-third district of Ohio, addressed the meeting on the subject of the reserve banking law and the country's business, and a comparison of the working of the new law and the old was presented in detail.

Of the several forms of currency existing under the old law, none was in the least elastic. That is to say, there was no provision by which the volume of currency in the country could be increased or diminished in response to the needs of business. The volume of national bank circulation was dependent on whether the price of United States bonds at any particular time might be such as to afford a profit on circulation to the banks. And the volume of other forms of currency in circulation at any time was dependent upon other factors not at all related to the rise and fall of legitimate commercial demands.

As a consequence of the impossibility of readily securing additional currency to meet a demand heavier than the average, it was necessary to withdraw reserve money from the banks for circulation purposes whenever a large amount of circulation was needed. Such a need would exist each autumn about crop moving time, and bank reserves would have to be drawn down to supply circulation, so that the lending power of the banks would be reduced at the very season when it was most needed. The result would be the annual autumn stringency with its high interest rates, bringing inconvenience to business.

The new law is expected to provide a remedy for the faults of the old. The volume of money in circulation may be increased or diminished as the calls of business demand. Adequate means are provided to accomplish that purpose.

The law has been in operation less than three months. That has not been sufficient time to put it to the test of practice, but thus far it has met all the demands made upon it.

If any criticism has been heard it has related to what prophets fear will happen rather than to what has already happened; but that fear is not strong. Some persons are not sure that designing men or interests may not scheme to obtain control of the system and manipulate it for private benefit rather than for public good. This might be accomplished by changes in the law by which greater power may be given the reserve board. Though that peril is at present remote, it is the part of wisdom for the business men of the country to watch the law and its workings with jealousy and care and see to it that the rights and interests of the public are never placed in peril.

President Himmelberger called upon E. V. Babcock, president of the National Hardwood Lumber Association, who said he was in attendance purely as E. V. Babcock of Pittsburgh and not as E. V. Babcock, president of the National Hardwood Lumber Association, although in behalf of his organization he extended its greetings to the Hardwood Manufacturers' Association.

Referring to his presidency of the National Hardwood Lumber Association, Mr. Babcock said he was glad to be with the southern manufacturers and to take part in their deliberations and then said he thinks the lumbermen have too many associations, and in fact that they have the association habit. He said: "I am quite sure that we have too many hardwood associations, and I welcome the day when some man with enough ingenuity, brains and nerve will spring something good enough to cause us all to sit up and cause the radicals in our association to reform and become conservative and the conservatives to get together on one set of rules and in one grand hardwood association."

This opinion as expressed by Mr. Babcock was received with the same enthusiastic applause as was President Himmelberger's suggestion along the same lines.

R. S. Kellogg addressed the meeting on "Some Troubles of the Lumber Industry." This paper is analyzed on page 28 of this issue.

R. H. Vansant submitted resolutions of thanks to the various people who had been responsible for entertaining the visitors, and also submitted resolutions on the death of the late C. M. Crawford of Coal Grove, O.

The committee on officers' reports reported favoring their adoption by the convention, R. H. Vansant saying that the committee on resolutions was not present in the morning when the address on inter-insurance was delivered. He moved that the association endorse the National Lumber Manufacturers' Inter-Insurance Exchange, which motion was unanimously adopted.

M. B. Cooper reported for the committee on nominations, recommending the re-election of the officers for the past year as follows:

PRESIDENT—J. H. Himmelberger, Cape Girardeau, Mo.

FIRST VICE PRESIDENT—B. B. Burns, Huntington, W. Va.

SECOND VICE PRESIDENT—Ralph May, Memphis, Tenn.

TREASURER—Leon Isaacsen, Coal Grove, O.

BOARD OF DIRECTORS: One year—Clinton Crane, Cincinnati, O.; R. H. Vansant, Ashland, Ky.; W. B. Burke, Charleston, Miss.; E. A. Lang, Chicago, Ill.; R. L. Hutchinson, Huntington, W. Va.

Two years—W. H. Hawkins, Ashland, Ky.; W. E. DeLaney, Lexington, Ky.; E. O. Robinson, Cincinnati, O.; R. M. Carrier, Sardis, Miss.; G. E. W. Luehrmann, St. Louis, Mo.

Three years—W. M. Ritter, Columbus, O.; E. M. Vestal, Knoxville, Tenn.; W. B. Townsend, Townsend, Tenn.; F. R. Gadd, Chicago, Ill.; J. F. McIntyre, Pine Bluff, Ark.

The following were recommended for state directors and vice-presidents:

ALABAMA: Vice-president, L. M. Cheely; directors, H. H. Hilt, J. T. Norman.

ARKANSAS: Vice-president, Howard Cole; directors, George W. Allport, R. E. Lee Wilson.

ILLINOIS: Vice-president, P. E. Gilbert; directors, H. S. McGee, R. J. McClellan.

KENTUCKY: Vice-president, George H. Gearhardt; directors, A. E. Schnauffer, U. B. Buskirk.

LOUISIANA: Vice-president, H. V. Sherrill; directors, C. A. Weis, E. B. Schwing.

MASSACHUSETTS: Vice-president, Frank W. Lawrence; directors, W. E. Litchfield, George French.

MISSISSIPPI: Vice-president, Fred Conn; directors, Ben Dulweber, C. F. Wineman.

MISSOURI: Vice-president, Max Pease; directors, W. P. Anderson, Charles Knott.

NORTH CAROLINA: Vice-president, W. J. Grandin; director, G. N. Hutton.

OHIO: Vice-president, W. G. Ward; directors, W. I. Barr, W. H. Nigh.

PENNSYLVANIA: Vice-president, P. A. Kirby.

SOUTH CAROLINA: Vice-president, Andrew Gennett.

TENNESSEE: Vice-president, J. K. William; directors, D. M. Rose, S. M. Nickey.

TEXAS: Vice-president, Albert Deutsch; directors, L. D. Gilbert, Philip Ryan.

VIRGINIA: Vice-president, N. W. Easterly; directors, R. C. Duff, J. W. White.

WEST VIRGINIA: Vice-president, M. W. Stark; directors, Peter Carrol, W. N. Offut.

The officers named were duly elected on formal motion.

The meeting adjourned.

FIRE PROOFING TEST NOT CONCLUSIVE BUT APPARENTLY SATISFACTORY

On Friday afternoon practically all the lumbermen walked down to the river front to witness a test of a new fireproof paint patented by L. L. Wolff and marketed by the Edwards Manufacturing Company of Cincinnati. The paint was tested out on a roughly constructed building about 10 x 15 feet on the ground and in the neighborhood of 9 feet to the eaves, with a pitched roof which had about a 4-foot rise. The building was constructed of rough lumber and right there the patentees made a grave error inasmuch as the extremely severe test

was made even more severe by the possibilities of additional drafts through the many cracks, knotholes and other openings and through the poorly hung door. It would have been a fair and wise policy to have provided the test conditions as nearly as possible to normal conditions under which the paint might be tried out in actual practice. A good grade of matched lumber should have been used and the house made as air-tight as possible.

However, the test was made as above described and the building half filled with loosely piled excelsior, fragments of broken packing boxes, scraps of all kinds of light wood intended to create a severe blaze. All this was saturated with gallons of kerosene and gasolene and the extreme combustibility of the mass was well shown by the way it acted when ignited. A torch was touched to the excelsior from the door and instantly a sheet of flame filled the doorway and burst out from ten to fifteen feet from the building. In other words, the entire mass was almost instantly in flames.

It was apparent from the beginning that the building could not possibly withstand the test, and considering the tremendous heat created, which drove the crowds back 200 feet at least, the resistance made by the fireproofed wood was truly remarkable. The enormous temperature would certainly have demolished an all steel building constructed of materials of equal weight to those used in the wooden shack probably in much less time. There surely is no sheet metal that could have been used that would have withstood the heat for more than five minutes, and were steel I beams or channel irons used in place of the joists, designed to give strength equal to that of the wooden joists, they would certainly have twisted and buckled or even melted in a short time.

The result of the test must have been a keen disappointment to the sponsors of the proposition, but they should in no wise be discouraged. It is to be hoped this will teach them a lesson that will show them there is such a thing as carrying a test to a ridiculous point. If they would carry on tests under conditions that would be as near as possible to actual conditions that might prevail in ordinary conflagrations in average dwellings, there is no doubt whatever that the paint would prove itself fully capable of the task put to it.

Before the fire, various fire department officials of Cincinnati expressed themselves as being very enthusiastic over the proposition, their enthusiasm being based on actual tests which they themselves had made previously.

Getting the Most Out of Hickory

A well-known hardwood yard had on hand for some time a stock of hickory planks and flitches of various thicknesses. Some of it had been culled out of previous shipments, some looked pretty rough originally and it had become something of a dead asset with apparently no good chance to market it as it stood, because it was not an inviting lot of stuff. A rip saw and crosscut had been installed in the yard for trimming and ripping to fill orders, and finally, in the desire to clean up this hickory and get rid of it, the idea was conceived of working it out in spare time and getting out of it what they could in clear dimension stock. It took a little thinking and figuring to decide what to cut but in the end there was realized much more for this rough accumulation of hickory than the owners had ever expected to receive from it.

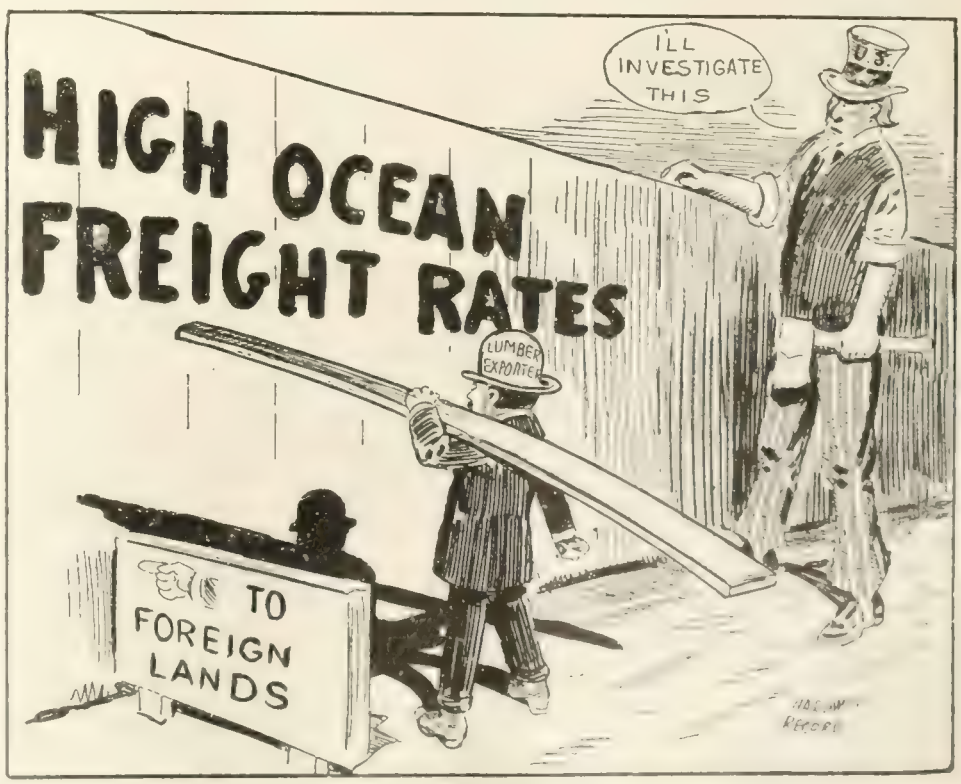
This incident illustrates fairly how to get the most out of this wood. There may be times when the millman can flitch his hickory and sell it log run, but unless it is sold green, which involves a big freight item if it is shipped any distance, it is not likely to present an inviting appearance or bring what it should. If it is piled on the yard in flitches and planks it is much more likely to be attacked by insects than when cut up into dimensions, and it also takes longer to season.

Instances are reported where heavy hickory planks were brought into the mill again and worked over to dimension stock because they were showing damage from worms. It would have been better to work these into dimensions in the beginning. In other words, the way to get the most out of hickory is to cut it up into clear dimension stock when it is first reduced from the log. It may be found advantageous to keep a few planks and flitches to meet special call. There is a natural temptation to make planks in preference to dimension stock when the mill is crowded with work, because these can be produced and put out of the way in less time and at less expense, but the easiest way is not necessarily the best way with hickory, and the best way in the end is to get the most practical out of it. Generally the way to get this is to reduce it to specific dimensions while it is green. It will not only bring more money but it will season and be ready for market much sooner.

At least twenty-five per cent of the larch timber over large areas in eastern Oregon has been killed or weakened by mistletoe, and the Forest Service is taking steps to combat the pest.

Success has followed forest planting on the sandhills of Nebraska. Jack pines planted there by the government Forest Service ten years ago now have a height of over fifteen feet and a diameter of four inches.

The government built more than 2,000 miles of trail and 3,000 miles of telephone line on the national forests in 1914.



WILL HE?

The Lumbermen's Round Table

Lessons From the War

One of the benefits which the war may bring to the lumber business is a realization on the part of consumers that it will not do to attempt to make the lumbermen carry the entire burden when it comes to the matter of material. For several years there has been a distinct tendency to reduce stocks, to get down to as low an investment in lumber as possible, and in some instances this plan has been followed to such an extent as to make a very unsafe condition. The war, which has stimulated the demand for certain thicknesses of hardwoods, especially 2-inch and thicker, has demonstrated to manufacturers using this material that it is not always easy to go out into the market and pick up just what is wanted at a moment's notice. It is showing that it is still necessary for the consumer who wants what he wants when he wants it to keep a stock on hand. This is especially true of those who prefer air-drying, or who must have material that has been fairly well seasoned before it is placed in the kiln.

The Use of Sheds

It is a mistake for the lumber manufacturer to leave his material on sticks indefinitely, as some concerns have the habit of doing. If a pile of lumber has been thoroughly dried in the air, allowing it to remain any longer is starting the process of deterioration, which is going on to some extent all the time but will be intensified by extending the period. The proper system, in the opinion of many, is to bulk the lumber under sheds, where it will be protected from the weather, and will keep the condition which has been arrived at by the curing process.

Now and then one sees a mill-yard where the lumberman has allowed certain stacks to get black with age without taking the stock down. Just because there was no demand for that particular material, he allowed it to stand just as it was. The ultimate result of such a course is that the lumber will have deteriorated in grade and every other respect to such an extent that when it is finally sold, the amount realized will not nearly cover the cost of manufacture and handling.

The Troubles of Hickory

A lot of hardwood men used to think that hickory was one of the best money-makers on the list, but the opinion is growing that it is a very unsatisfactory wood to handle. While it is true that the upper grades are often salable at good prices, the manufacturer or wholesaler is likely to be misled into thinking that he is sure to make money if he can move his stock. The trouble is that the low grade material is a very slow seller, and the necessity of carrying it for years, sometimes, means that the profit on the upper grades has to be unusually large to insure as good as an even break.

The best plan for the concern with hickory timber to manufacture would seem to be putting a small mill right in the timber and cutting out blanks for spoke and handle manufacture. These can be sold at a profit, while the proposition of making money out of the lumber is a much more difficult one.

Thick Stock and Labor

One of the difficulties which the lumberman meets with in connection with handling thick lumber is that of labor. It is very hard on yard employes to move, say, 3-inch oak, and wears out the men to such a degree that their usefulness is sometimes very seriously reduced. In fact, a good many hardwood men make the rule that when thick stock is being handled, if the conditions are such that rapid work is required, two shifts are employed, giving each lot of men a chance to rest.

"That is one of the several objections against handling much thick lumber," said a successful hardwood man recently. "It simply kills your men, and takes so much steam out of them that they are good for nothing for some time to come. The very fact that the boards are so heavy means that the stock is seldom piled exactly right, and it is the exception to see a stack of thick lumber which has been put up as well as one of thinner material. Considering the opportunity which thick lumber has to check and crack, it is a mighty uncertain and distasteful proposition to me."

A veteran hardwood man who has handled a lot of thick lumber in his time emphasizes the point of having the stacks face the south, so as to get as much sunshine as possible, and also putting the boards close together.

Supply and Demand

Although prices are governed by supply and demand, there are a number of considerations which enter into every case and qualify it to some extent.

For instance, the supply may get so small that this very fact will reduce the demand. That is true of cherry, for example. There isn't enough of it to make a market, as it were, and the result is that the demand for cherry is hardly sufficient to absorb even that which is available. On the other hand, the demand may be so strong that the price, following it, rises too high, resulting in a falling off of demand which, in spite of a possible reduction in output, knocks the bottom out of the market, with a big slump in prices. That happened to wide poplar a few years ago.

Supply and demand should not determine prices absolutely, but only the range within which prices should move. The basis price should be determined by the intrinsic value of the material and the cost of manufacture. This does not always happen, however, for the hardwood trade has been witnessing sales of lumber for less than it cost to make it. Intrinsic value does not always determine price, either, for, as one hardwood man pointed out recently, ash is intrinsically a better wood than red oak, and the supply is smaller, and yet the price of ash is no greater than that of plain red oak.

Teaching the Public

The public is learning gradually.

The writer recently attended a meeting of an advertising club, which had been waging a campaign against untruthful advertising, especially on the part of retailers. One of the "stunts" introduced as a means of bringing home the facts of the situation was the monologue of a black-face artist who related her experiences in purchasing goods of various kinds. She was assisted by the toastmaster, who questioned her at intervals.

She told of buying "American quartered oak" furniture at extremely low prices, and though questioned as to whether "American quartered oak" was real quartered oak, she clung to the belief that she had been getting the genuine. The audience, which was composed of business men from all lines, of course caught on to the fact which was being emphasized, that certain dealers and manufacturers are faking quartered oak through the medium of the prefix.

Little things of this sort show which way the wind is blowing, and gradually help to dissipate the vapors of ignorance which enable the faker to put over his imitation.

Get Down to Bed Rock Now

"Now is a good time for lumbermen to get down to bed-rock," said a hardwood manufacturer of considerable prominence. "In making up my inventory the first of the year, I cut prices to the bone. I did not attempt to deceive myself, nor did I fail to make due allowances for depreciation, bad accounts and other things which we are sometimes inclined to overlook, especially when conditions are not particularly favorable, and we would like to give ourselves a little more margin to go on. My idea is that as long as the situation is not good, it is an excellent time to clean house from cellar to garret, and to squeeze out all the possible water. Then, when conditions do improve, we will be in a position to take advantage of the change, and to make some real money, without having to carry the handicap of a lot of inflated values."

Special attention is being given the problem of pooling arrangements with regard to foreign lumber trade by the Forest Service. Recent utterances of the President calling attention to the desirability of such arrangements have given great impetus to the activities of friends of this system. The Forest Service already has made some investigation along this line. The work will be concluded as quickly as possible.

Pertinent Legal Findings

Right to Use Stream in Logging

In a suit which has recently been before the Idaho supreme court (Cameron Lumber Company vs. Stack-Gibbs Lumber Company, 144 Pacific Reporter 1114) involving conflicting uses of a river in floating and sorting logs, the following rules were laid down:

Every person has an equal right with others to use a stream for purposes of navigation to which it is reasonably adapted; but in exercising that right he must pay reasonable attention to the rights of others, and not unreasonably interfere therewith. But where booms and sorting works for logs placed in a river do, to some extent, form a hindrance to the free navigation of the stream at times, such hindrance should be considered only as an incident to the reasonable use of the stream for floating and securing logs. For such purpose, and as an incident to the reasonable use of the river for running and securing logs, parties may use temporary sheer or guide booms to direct the logs or lumber into proper places in which to detain them for use. If an obstruction merely impairs or renders more difficult the navigation of a stream without destroying it, an individual has no right to complain. He is not entitled to the best possible accommodations for navigation.

And in the case of Johnson vs. Wild Rice Boom Company, 150 Northwestern Reporter 218, the Minnesota supreme court recently decided that defendant company was entitled to accumulate and detain water by flooding dams for such time and in such quantities as was reasonably necessary to enable the company to drive with reasonable efficiency and dispatch the logs which were to be floated by it upon that part of the stream over which it operated, and this notwithstanding that such detention of the water so lessened the supply in the stream that plaintiff meanwhile was unable to run his flour mill, which was operated by water power derived from the same stream.

Duty to Safeguard High Platforms

A lumber company which maintains a platform several feet above the ground, upon which employes are required to work, is under obligation to provide a guardrail for the safety of such employes. (Texas court of civil appeals, Hamilton vs. Kirby Lumber Company, 171 Southwestern Reporter 546.)

Forfeiture of Standing Timber by Buyer

One who buys standing timber from the owner of the land on which it is growing, with a condition requiring removal of the trees within a limited time, forfeits the timber by failing to cut and remove it within that time, especially where the seller gives him notice in advance to make the removal within that time. (Texas court of civil appeals, Chavers vs. Henderson, 171 Southwestern Reporter 798.)

Who Are Entitled to Materialman's Lien

Under the Mechanics' lien law of Texas, a lumber company which supplies millwork for a building under a contract with a second company which in turn has contracted to furnish the work to the original contractor, is entitled to a lien against the building. (United States circuit court of appeals, fifth circuit; Huttig Sash & Door Company vs. Stitt, 218 Federal Reporter 1.)

Damages for Delaying Machinery

A seller of machinery to be used in a lumber mill is not liable for loss sustained by the buyer on account of the latter's men and teams being idle while awaiting delayed delivery of the machinery, unless the seller was advised when the sale was made that such loss would follow a delay. (Kentucky court of appeals, Combs vs. Frick Company, 171 Southwestern Reporter 999.)

Validity of Sunday Contract

An agreement to sell lumber is not invalid because orally entered into on Sunday, if it was ratified by letters written on a subsequent secular day. (Wisconsin supreme court, Webster Manufacturing Company vs. Montreal Lumber Company, 150 Northwestern Reporter 409.)

Proof of Disputed Question

When a lumber company sues for the price of lumber and the buyer denies that he received the quantity claimed by the company, the latter has the burden of proving by a preponderance of the evidence that it delivered the quantity claimed. (Wisconsin supreme court, Olson vs. White Star Lumber Company, 150 Northwestern Reporter 443.)

Elements of Damage for Breach of Contract

In litigation arising from breach of contract to buy or sell lumber, the courts frequently find difficulty in determining just what items of damage are properly allowed. This is illustrated by a decision which has just been handed down by the New Hampshire supreme court in the case of Davis vs. New England Cotton Yarn Company, 92 Atlantic Reporter 732. Defendant agreed to buy a quantity of lumber to be delivered on an average date. After a few carloads had been shipped, plaintiff complied with defendant's request to hold the remainder for a time, and defendant having postponed receipt of the remaining lumber for three years, plaintiff sued to recover as for breach of defendant's agreement to buy. The trial court allowed plaintiff to recover the excess of the contract price of the undelivered lumber above what it was worth at the end of three years, plus the cost of resurveying it, and increase in cost of teaming over the agreed time for delivery, but refused to allow the amount of damage sustained to the lumber by exposure to the weather, taxes paid on it in the meantime, and interest on the money invested in the lumber. On appeal, the supreme court decided that it was improper to disallow any of the items of damage, saying:

"By 'damages,' as the term is used in the law of contracts, is intended compensation for a breach, measured in the terms of the contract. The only losses that can be said fairly to come within the terms of a contract are such as the parties must have had in mind when the contract was made, or such as they either knew or ought to have known would probably result from a failure to comply with its terms. Therefore the test to determine whether the plaintiff is entitled to recover any of his various claims for damages is to inquire whether the defendant either knew or ought to have known when it made the contract that he might sustain such a loss if it failed to comply with its terms. The plaintiff is therefore entitled to recover, not only all the items the court allowed him, but also three years' interest on the money he should have received for the lumber, and the taxes assessed on the lumber for the three years. The court has found that the defendant ought to have known that it might be necessary to resurvey the lumber, and that the expense of teaming it might increase; and all fair-minded men will agree that it ought to have known (1) that the weather would damage the lumber; (2) that the plaintiff would lose the use of his money; and (3) that he would be compelled to pay taxes on the lumber, not only while he was holding it for defendant, but also while he was finding another customer."

Duty to Provide Safe Appliances

A lumber company employing men in the operation of machinery may be found to be negligent in requiring an employe to stop machinery by shifting a belt with a stick. (South Carolina supreme court, Cutter vs. Mallard Lumber Company, 83 Southeastern Reporter 595.)

Demurrage Rules—Special Privileges

A switch track is "full," within the meaning of a demurrage rule to the effect that cars are to be deemed to have been delivered to a consignee when they would have been placed on his track except for the fact that it was full, when the maximum number of cars that can be practically unloaded at one time have been placed thereon, although the track would accommodate more cars, but not without interfering with unloading. An agreement whereby a railway company binds itself for a certain period not to furnish cars to be loaded for shipments to the other party to the contract is invalid as conferring special privileges. (Wisconsin supreme court, Chicago & Northwestern Railway Company vs. Menasha Paper Company, 149 Northwestern Reporter 751.)

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B 853—English Firm Wants to Buy Plywood

Liverpool, England, January 25.—Editor HARDWOOD RECORD: We understand that plywood is now being exported from the States into English markets and we shall be glad to know if you can supply us with the names of firms who engage in this trade.

This correspondent has been advised of a few probable sources of supply. Others interested should write HARDWOOD RECORD.—EDITOR.

B 854—In the Market for Birch and Hickory

Camden, N. J., February 3.—Editor HARDWOOD RECORD: Will you please put us on your list for 16/4 and 18/4 hard birch, 1's and 2's preferred, also hickory in all thicknesses plank, sawn flitch and billets, sawn and split. We are always in the market for either dry stock or to be cut. If you know of anyone having such stock now, we are in the market. Can inspect at shipping point and pay cash, if necessary, on presentation of bill of lading.

The writer of this letter is a firm that is widely known in the lumber business. Mills desiring to connect with this class of trade can have the name on application to HARDWOOD RECORD offices.—EDITOR.

B 855—Wants 3-Ply Veneer for Shipping Boxes

Saginaw, Mich., January 29.—Editor HARDWOOD RECORD: We are endeavoring to locate concerns that manufacture 3-ply veneer stock for the manufacture of shipping boxes. Will be glad to have a list of names of any concerns you know of that are making a business of supplying box factories with built-up veneer.

Interested concerns can have the name of this inquirer by writing HARDWOOD RECORD.—EDITOR.

B 856—Wants to Buy Wood Ashes

Chicago, Ill., January 11. Editor HARDWOOD RECORD: We are in the market for thirty-five carloads of wood ashes and will be glad to hear from anyone in position to furnish this material.

HARDWOOD RECORD will be glad to give sawmill concerns or others who have any accumulation of wood ashes the name of this inquirer.—EDITOR.

B 857—Wants Market for Ash

Aurora, Ind., January 26.—Editor HARDWOOD RECORD: In sawing a lot of 3" and 3½" dry ash lumber into sections for sawed felloes we have an offal that should not go under the boiler. Somebody wants them. The timber is of excellent quality, bone dry, and a good deal of it is all white. The largest pieces are 30" in length and it is possible to cut all of it that length. In cutting out this stock we have a semi-circular piece that will measure 4 to 6 inches wide at the center, tapering to a point at the ends. The thickness of this plank is 3" or 3½" and can cut out a square 15" long and 3" or 3½" square. If made shorter could get a wider plank than this. We can get out a carload of this stock in two months. Would appreciate information as to possible users.

HARDWOOD RECORD has given this concern a suggestion, and any body who is in position to definitely figure on such a proposition can have the name of the company upon application.—EDITOR.

B 858—In the Market for Oak and Birch Squares

Chicago, Ill., January 26. Editor HARDWOOD RECORD: Can you put us in touch with some hardwood mills or any hardwood manufacturers who can furnish us large quantities of 1" and 1¼" oak and birch squares? Just at present we want these squares 28" and 66" long.

Hardwood manufacturers who are interested in utilizing their waste to the best advantage can have the name of this inquirer upon application to this office.—EDITOR.

B 859—Wants to Purchase Teak

Chicago, Ill., February 2.—Editor HARDWOOD RECORD: We would be pleased to know if you could advise us where we can purchase teak wood. Any information you can furnish regarding same will be greatly appreciated.

Chicago concerns or others within shipping distance can have the name of this company upon writing HARDWOOD RECORD.—EDITOR.

B 860—Wants to Buy Ash

Boston, Mass., February 3.—Editor HARDWOOD RECORD: We are in the market for several cars of quarter-sawn white ash cut to the following dimensions, to be used for skis. This must be clear stock: 1 4/8"x4"—6' 6", 7' 6", 8' long. Do you know of anyone who can get these out?

Anyone who can manufacture this stock to advantage will find this a satisfactory market.—EDITOR.

B 861—In the Market for Ash Dimension

San Francisco, Cal., January 29.—Editor HARDWOOD RECORD: We are in the market for from 600 to 1,000 feet 2"x24" ash. This stock must be clear or 1's and 2's, and must be reasonably dry. Could you put us on the track of a concern that could furnish this stock for us?

Interested parties should write HARDWOOD RECORD.—EDITOR.

B 862—A Correction

The last issue of HARDWOOD RECORD published an account of change in the personnel of the Pacific Lumber Company in which William D. Mershon and John D. Mershon are interested. William D. Mershon sent the following letter as a correction of a misstatement occurring in the former account:

Some time the latter part of December I sent you, under the head "News Item," a statement to the effect that I had sold my interest in a contract with the Pacific Lumber Company to my brother, John D. Mershon, and with $10,000 of the proceeds I intended to keep right on with my business at this address. Your representatives frequently solicit news items from me, and I of course expected that you would give publicity to this item as I sent it to you. Instead of this you published a news item regarding the John D. Mershon Company which leads some of my friends to believe that I have retired from the lumber business, and I am put to some inconvenience to straighten the matter out. Of course, I understand that it is your privilege to publish what news you choose and decline whatever other news you choose, but I am wondering if I am entitled to some explanation or correction from you. I never worked for the John D. Mershon Lumber Company in any capacity whatever. I worked with them, or through them, on a fifteen-year selling contract with the Pacific Lumber Company, which contract belonged to John D. Mershon and me as individuals in equal shares, and it was only this asset that I disposed of. WM. D. MERSHON.

Clubs and Associations

Chicago Club to Give Final Entertainment

The recent decision of the Lumbermen's Club of Chicago to amalgamate with the Lumbermen's Association with headquarters in the new Lumbermen's building shortly to be opened, and which will mean closing up the affairs of the club and surrendering the lease for the present quarters on March 1, will mean the end of a series of highly entertaining functions that have been gotten up by the entertainment committee during the club's existence.

In order that the members may carry with them a last impression of the club's social policy, the entertainment committee has decided to spread itself in the last function of the kind which will be held Saturday evening, February 20, at the club rooms. It has issued an attractive invitation, and according to vague rumors as to what will occur, the affair is going to be one which will retain in the hearts of the lumbermen club members a fond remembrance of the many pleasant days which have been spent in the club rooms.

The entertainment committee consists of W. A. Eager, chairman; E. A. Lang, E. H. Defebaugh, I. C. Marggraf, H. F. Arnemann, F. R. Gadd, Geo. C. King, F. L. Johnson, J. W. McCurdy and G. H. Holloway.

Aims of the Forest Products Federation

The executive committee of the Forest Products Federation, by its secretary, has issued a call for a massmeeting at La Salle hotel, Chicago, February 24 and 25. The purposes of the meeting are set forth in the following call:

The Forest Products Federation came into being in Chicago December 17, 1914, at a preliminary meeting of lumbermen called by the National Lumber Manufacturers' Association. It was decided to hold a mass meeting of the entire lumber industry in Chicago on February 24-25, which will be representative of all lumber associations and allied interests. An executive committee of five was appointed to arrange for the meeting and direct the affairs of the organization. Its chairman is R. H. Downman of New Orleans, president of the National Lumber Manufacturers' Association; while the National Wholesale Lumber Dealers' Association is represented by its president, Gordon C. Edwards of Ottawa; the Southwestern Lumbermen's Association by its secretary, J. R. Moorehead, Kansas City, Mo., and the general retail and wholesale interests by L. W. Crow, retiring president of the Lumbermen's Association of Chicago, and Julius Seidel of St. Louis. Further representation of many interests is found in the membership of the standing committees and in the speakers for the massmeeting.

The fundamental aim of the new federation is to promote the rightful use of wood and to bring about concerted action to this end. The lumbermen represent such a large and diversified industry that they must systematize and co-ordinate their efforts or else see much good work wasted. To this end the meeting of the federation is called in order that the pressing problems of the industry may be presented and discussed, and ways and means found to increase the use of wood for all purposes to which it is best adapted. Reduced consumption and dwindling markets help no one; while education, publicity and intelligent market promotion on the most modern lines will benefit all concerned. Under modern conditions the lumbermen must get on the firing line and adopt effective promotion methods, if wood is to maintain its rightful place and find proper use in the homes and fields and factories of the land.

At the coming meeting on February 24-25, there will be presented by committee reports and addresses full and reliable information upon the influences and conditions which tend to reduce the consumption of wood or encourage the use of other materials. Lumbermen do not advocate the use of wood for purposes to which by modern criterions it is not suited, nor are they less interested in safety or proper service than any other class of citizens or business men. We do justly maintain, however, that forest products shall not be crowded out where their use is legitimate and economical, and that the field is big enough to afford a satisfactory market for the normal annual lumber output. There has never been an opportunity equal to the present, nor a meeting ever before called where the problems and conditions of all branches of the lumber industry would be outlined by the highest authorities, and so definite a basis given for concerted action.

The executive committee has arranged for five standing committee reports on as many current subjects. These include building codes, fire losses, comparative prices of building materials, shingles, and promotion. These reports will be the most authoritative and specific ever presented to the trade. In addition, allied interests will present by individual addresses their opinions on related problems. At least tentatively, it may be stated that the fire prevention organizations will give their views on the use of wood in modern structures; while the timber owners, carpenters, engineers and architects, and the press, will be heard either individually or through their representative organizations.

The first essential is a large, representative massmeeting of timber owners, manufacturers, wholesalers and retailers of lumber, since they are the most vitally concerned. The federation is at present a temporary organization created to meet a vital and most urgent need, and ready to be moulded into a great power for the promotion of the rightful use of forest products. It is performing an indispensable function by compiling information as to conditions of the trade, and on the attitude and policy of wood consuming industries. It is serving further as a rallying point, where full opportunity will be given to perfect an organization for the more effective merchandising of lumber.

The support and coöperation of the whole lumber trade is solicited for its mutual good. This is not the time for half-hearted support, but is rather an opportunity for every lumber association and every individual interested in the industry to establish, for once and all, a permanent organization for the systematic promotion and intelligent use of forest products, and to bring back prosperity to the ranking manufacturing industry of our country.

Sessions of the National Chamber of Commerce

The third annual meeting of the Chamber of Commerce of the United State of America was held at the New Willard hotel, Washington, D. C., February 3, 4 and 5.

On Tuesday, February 2, the program included a meeting of the National council, submission of program for approval, "A National Budget," by Harvey S. Chase of Boston, Mass., and the election of the nominating committee.

The first session of the regular meeting, February 3, opened with the appointment of convention committees, report of the National council and nominating committee, report of the treasurer and an address by President Fahey.

The second session was opened on the afternoon of Wednesday, February 3, by an address on "American Investments Abroad," by the Hon. William Jennings Bryan, Secretary of State. Samuel McRoberts, vice-president of the National City bank of New York City, presided over the discussion on "The Federal Reserve Act in Relation to Trade Expansion." Following was a report of the committee on credentials. A. W. Douglas, chairman of the standing committee on statistics and standards, reported on "The 1914 Census of Manufacturers and the Present Status of Government Export and Import Statistics." The report of the special committee on uniform food and drug regulations was read by Willoughby M. McCormick, chairman.

The evening session of February 3 was marked by the introduction of resolutions and an address by President Wilson.

On Thursday, February 4, discussion was instituted on the "Development of the Merchant Marine of the United States." There were also discussions by Secretary McAdoo and the Hon. Theodore E. Burton, United States senator from Ohio. A report of the special committee on merchant marine was submitted by William H. Douglas, chairman.

The afternoon session, Thursday, February 4, was opened by an address by the Hon. Joseph E. Davies, Commissioner of Corporations, on "The Federal Trade Commission." After an address on "How May We Secure Materials Needed in American Manufacture for Which We Are Now Dependent on Foreign Countries" by L. Sherman, chairman of the special committee on maintenance of resale prices, delivered his preliminary report. Harry A. Wheeler of Chicago [illegible] principal address on "Successful Methods of Commercial Organizations."

The annual banquet took place on Thursday evening, February 4, with William C. Redfield, Secretary of Commerce, and Charles S. Hamlin, governor of the Federal Reserve Board, the principal speakers.

During the morning session of February 5, the principal speakers were the Hon. Myron E. Herrick, former American ambassador to France, who chose as his topic "Rural Credits," Dr. E. E. Pratt, chief of the Bureau of Foreign and Domestic Commerce, Department of Commerce, who spoke on "Recent Work of the Bureau of Foreign and Domestic Commerce," E. A. Filene, vice-president of the International Congress of Chambers of Commerce, who spoke on "Trade Expansion and the European War," and report by R. C. Rhett, chairman of the special committee on trust legislation, who chose as his subject "Should Business Be Free to Enter Into Combination for the Development of Foreign Commerce."

The convention closed with the afternoon session on February 5 when the directors were elected and report of the committee on resolutions submitted.

Committees Appointed by Baltimore Exchange

President Rufus K. Goodenow of the Baltimore Lumber Exchange at the recent meeting of the managing committee, announced the appointment of the following standing committees for the ensuing year:

ARBITRATION AND GRIEVANCE—Lewis Dill, chairman; Edward P. Gill, John L. Alcock, Theodore Mottu, R. B. Homer.

LEGISLATION AND TRANSPORTATION—Ridgaway Merryman, chairman; William M. Burgan, Parker D. Dix, George H. Poehlmann, Samuel H. Helfrich.

INSPECTION—W. M. Burgan, chairman; George E. Waters, Theodore Mottu.

HARDWOOD INSPECTION—John L. Alcock, chairman; John J. Kidd and Daniel MacLea.

MEMBERSHIP—Edward P. Gill, chairman; John L. Alcock and Samuel H. Helfrich.

HOUSE—George E. Waters, chairman; Henry Suechting and George H. Poehlmann.

Southern Pine Association Getting Settled

Secretary-Manager Rhodes of the new Southern Pine Association is making rapid progress in building up the organization, and by the first of the month will have the work of the association well under way. A lease has just been closed for the sixth floor of the Interstate Bank building, corner of Camp and Canal streets, and this is now being remodeled for the needs of the association. The owners have promised to deliver the new office by February 15.

In the meantime the association is working under difficulties in temporary offices at 506 Hibernia Bank building. Despite the handicap of a lack of proper equipment the office is doing a big work in spreading the propaganda and gathering in subscriptions, as well as having already established the inspection and grading department.

As the association has purchased the office equipment of the old Yellow Pine Manufacturers' Association at St. Louis, which is now en route to New Orleans, it is not expected that the office can be put on a basis of high power efficiency until after February 15, when the new quarters will be ready, and complete office organization established. One of the gratifying features to the management is the patience that subscribers are manifesting toward the association because of the unavoidable delay in completing the office organization.

Edwin E. Myers, who has been appointed assistant secretary, has arrived and assumed his new duties on the first of the month, and now has the department work under his immediate supervision well in hand. Mr. Myers brings with him a valuable experience in his line of work, having been assistant secretary of the Hardwood Manufacturers' Association of the United States.

The inspection department has been inaugurated with nine inspectors, six of whom will do route work or mill instruction and three will take care of inspections. This inspection force will be materially increased as rapidly as necessary, as this is one of the most valuable direct benefits that subscribers of the association will receive.

A joint meeting of the advertising and trade extension committees has been called to be held in the Mercantile Club, St. Louis, Thursday, February 11. This meeting will take up the detail of the plan for vigorous exploitation of yellow pine, with special reference at this time to paving blocks.

Pennsylvania Association in Annual Meeting

The Pennsylvania Lumbermen's Association held its twenty-third annual meeting January 27 and 28 at the Hotel Walton, Philadelphia.

At the open meeting the subject "Unfair Competition" was disposed of intelligently by M. P. Cooper, Christiana, Pa. He shot off the epigram that "unrestrained competition is wasteful, while coöperation is helpful." He struck also at the western mail order houses which were flooding Lancaster county with spurious corrugated roofing and by so doing reflecting on the lumber trade. "What inspection should be placed on sappine and North Carolina plank and dimension sizes?" was answered by S. Ashton Souder of Edmund A. Souder & Company, Philadelphia. Owen M. Bruner, president of the Owen M. Bruner Company, Philadelphia, who has always something interesting and important to divulge, held the closest attention at the close of the first day's session with an instructive talk on the transportation of Pacific coast lumber through the Panama canal to eastern ports and to [illegible]

On the morning of January 28 the reading of the reports of the different committees was first in order, after which "Enlargement of Organization" was discussed. Stringent means were suggested to induce the increase of membership, as the advantages to the lumbermen are manifold.

The Hon. Irving C. Williams, deputy forestry commissioner of Pennsylvania, gave an interesting and instructive talk on forestry. Mr. Williams claimed that once Pennsylvania was looked upon as the lumberman's paradise, as the finest lumber in the country was obtained from this state. He stated that the Forestry Association was in possession of over 1,000,000 acres of land, which is being transformed into forests in order that the lumberman may buy the product in his own state. Publications are being issued describing as many as 125 species of trees grown in Pennsylvania. These will be distributed free to all who desire them and especially will the schools in this state be supplied.

The following officers were elected at this meeting: Theodore A. Mehl, Mehl & Lauer, Rosemont, Pa., president; William S. Goff, Goff Lumber Company, Wilkes-Barre, Pa., vice-president; T. J. Snowden, Mason & Snowden, Scranton, Pa., treasurer; J. Frederick Martin, Philadelphia, secretary. S. C. Creasy, Creasy & Wells, Bloomsburg, Pa; T. J. Snowden, Scranton, Pa., and J. Dyer Moyer, Willow Grove, Pa., were elected directors. The directors in meeting decided that the next semi-annual meeting should be held at Delaware Water Gap, Pa.

Lumbermen Hear Billy Sunday—Why?

About one hundred members of the Philadelphia Lumbermen's Exchange and their wives attended a Billy Sunday meeting at the tabernacle, 19th and Vine streets, on the evening of January 21. The text of his sermon was "I find no fault with Him." Seats had been reserved and entrance secured by tickets furnished by the exchange. The famous evangelist was as usual filled to the brim with religious wrath for the sins of the world, and unique and spectacular methods for the cure of them. He bombarded the vices, the abuses and shortcomings of mankind generally with anathemas, which tore and excoriated like dum-dum bullets. His language was not always that of polite society, but it was lucid and evidently effective. Not one of his hearers could mistake his meaning—there is nothing opaque about Billy Sunday. An audience of 24,000 listened with breathless attention to this remarkable sermon. At the conclusion 457 souls hit the sawdust trail, as Sunday expressed it in his chosen vernacular. This sight, combined with the singing of a chorus composed of several thousand voices, which accompanied the march to the trail, may be described as thrillingly impressive.

Meeting of Board of Governors of the National Lumber Manufacturers' Association

A meeting of the board of governors of the National Lumber Manufacturers' Association was held in Chicago on February 3, at which nearly all of the officers and members of the board were present either in person or by proxy. This being the usual mid-winter meeting of the board, a great deal of necessary routine business was transacted, including the formal acceptance of the resignation of Secretary Rhodes, effective January 1, and the appointment of R. S. Kellogg as his successor, taking place on the same date. A resolution was unanimously passed expressing regret of the board at having to lose the services of Mr. Rhodes, but at the same time recognizing the importance to the entire lumber industry of the development of the new Southern Pine Association under his management.

Secretary Kellogg reported that during the month of January he had represented the National Lumber Manufacturers' Association on the program of six large meetings.

A communication was presented from the National Association of Box Manufacturers stating that membership in that organization had been enlarged to include the lumber manufacturers as associate members, with annual dues of $25, and also that Secretary Kellogg has been elected a member of the board of directors of the box association in order to represent the lumber industry in that organization. The proposition of offering associate membership in the box association to the lumber manufacturers was approved by the board, and the secretary was instructed to urge all firms to do so.

A report was presented from Dr. Hermann Von Schrenk regarding the progress of his work as technical engineer of the association during recent months. This was approved and continuance of the same character of work authorized.

President Downman reported favorably on the Blue Book and the new Inter Insurance Exchange.

A letter from the National One Cent Letter Postage Association was presented, and the secretary was instructed to notify the organization that its work in favor of cheaper postage is approved.

It was unanimously decided to hold the annual meeting of the National association at San Francisco in May, on dates which will best suit the convenience of the West coast members.

After the transaction of considerable routine business, the board adjourned, to meet again at the La Salle hotel in Chicago, February 23-25, in connection with the meeting of the Forest Products Federation.

Cincinnati Lumbermen in Monthly Meeting

The regular monthly meeting of the Cincinnati Lumbermen's Club was held at the Hotel Metropole, Monday night, February 1. The usual large attendance was in evidence.

The river and rail committee reported that it had attended the rate hearing at Louisville and that the proposed advances have been postponed to July 28. A communication from the Hardwood Manufacturers' Association was received thanking the club and its entertainment and reception committee for the assistance afforded the officers of the association in taking care of the visitors to the recent convention.

James S. Zoller of the Talbert-Zoller Lumber Company brought up the matter that an organized effort is being made on the part of a number of envelope manufacturers to stop the government printing return business addresses on stamped envelopes. Upon his request Secretary Bolser was instructed to write the congressmen and senators of this district of the club's disapproval of any interference with the present arrangements, which are considered satisfactory.

The boosters committee brought in three new members: The West Wood Planing Mill Company, the A. M. Lewan Lumber Company, and C. W. Caine of Cleves, O.

President Schmidt introduced the president of the Furniture Exchange, John Dornette, Jr., who was a guest of the club. Mr. Dornette's talk was impromptu and he dwelled much on the troubles of the furniture manufacturers finding a market at this time for their product. While he admitted there has been some improvement he was of the opinion that it will be some time before trade is normal and in his particular line export trade will have to open up before much can be done.

Protest Hardwood Rate Advance

The following is a copy of the protest sent to the secretary of the Interstate Commerce Commission, Washington, last week, by John R. Walker and L. N. Walter, representing the Memphis lumber interests and the Southern Freight Traffic Association; E. J. McVann, representing the Omaha, Neb., Board of Trade; S. D. Snow, representing the Wisconsin Lumber Company; Sidney F. Andrews, representing the St. Louis lumbermen and the Cooperage Traffic Bureau Association, and Geo. B. Webster, representing the Ozark Cooperage Company, St. Louis, protesting against the decision handed down January 12 by the Interstate Commerce Commission and made public last week, sustaining the advance in hardwood, etc., I. & S. Docket, 184, in the matter of investigation and suspension of advances in rates for transportation of hardwood and other kinds of lumber and articles manufacture therefrom, from points in Arkansas, Louisiana and other points to Memphis, Tenn., St. Louis, and other points of destination. The protest speaks for itself:

Hardwood lumber shippers affected by advance sustained in I&S 184 appeal to commission to avert disaster which will follow these advances. More than half mills are now closed down and practically all must close if these rates are advanced. Commission's opinion is based largely on following findings, all of which are erroneous: Gum lumber has great market value, hardwood originating in extreme Southwest paying yellow pine rates moves in considerable volume to northern markets, there has been small saving to trunk lines from changed tapline divisions, the Southwest is perhaps the principal source of hardwood production, and an increase in rates would not unduly curtail production. Other statements in opinion indicate a misapprehension of testimony which was taken in June last. Testimony now being taken in I&S 520 involving most of same rates shows conclusively the unreasonableness of proposed advance and utter inability of this traffic to pay any advance. This record will show carriers have largely increased revenue from lessened tapline allowances and will further show all facts which we can obtain from carriers and shippers during the twelve days continuous testimony with several days yet to be devoted to hearing. In view of all these circumstances we request commission to set aside order permitting advances and to set matter for further argument including record now being made in 520.

Memphis Lumbermen Solicit Traffic Members

Seventy-five members were present at the regular semi-monthly meeting of the Lumbermen's Club of Memphis held at the Hotel Gayoso, Saturday, January 30. President Kadel was in the chair while Secretary Heuer performed his duties. The usual luncheon was served.

The entertainment committee was instructed to arrange for another dance under the auspices of the Lumbermen's Club but only on condition that those members who attended defrayed all expenses so that the club will not incur any responsibility in connection therewith.

S. B. Anderson, chairman of the river and rail committee, called attention to the excellent work being done by the Southern Hardwood Traffic Association in opposing higher rates from southern territory to Ohio river crossings and expressed the view that every member of the club ought to become identified with that organization so that its burdens would be more fully distributed and thus greatly lightened. This suggestion from Mr. Anderson brought forth considerable discussion.

J. V. Stimson thought the present an opportune time to take up this subject. He declared that there was nothing which would bring such returns on the outlay as co-operation with the Southern Hardwood Traffic Association. He outlined the position the gum people would be in and what the lumber manufacturers of the South would lose if the association should prove unsuccessful in its efforts to defeat the proposed advances to Ohio river crossings.

Walker Wellford, general manager of the Chickasaw Cooperage Company, said that seven or eight firms in Memphis sent representatives to Louisville and St. Louis to give evidence in the rate case before the Interstate Commerce Commission during the past fortnight and that these firms bore all expenses of these representatives in addition to paying their regular prorata of the cost of maintaining the association. He did not see how any lumberman could sit still and see the association fighting his battles without lending a helping hand. He declared that the railroads had made up their minds to get all they could out of every line of business and that they had gone after the lumbermen first because they were the biggest suckers. He further asserted with

emphasis that the roads would put the lumber men out of business if they did not work together for the defeat of the rates.

Jno. W. McClure, president of the Southern Hardwood Traffic Association, said that he thought a great deal could be accomplished by talking association. He thought all lumbermen should be brought into this body as it had a great deal of work in view, including a campaign of education among traffic men. He said the latter were ignorant of the lumber business and knew nothing about it beyond their desire to secure higher rates. He asserted that if rates were carried to their logical conclusion there would be no lumber tonnage. He declared that it was necessary to show the railroads that they must allow rates on lumber that will make it profitable for both manufacturers and distributors to engage in the lumber business. If they did not allow such rates there would soon be no lumber to move and the railroads would be losers instead of gainers by their anxiety to advance rates. He thought the association deserved the loyal support of every lumberman in this part of the country. He gave a statement of dues and other expenses incurred by members but said that, in addition to the rate contests which were waged by this organization, the members secured adequate returns on their money in the shape of traffic help, collection of claims and quotation of rates. He thought membership in the association represented the best investment any lumberman could make.

J. D. Allen suggested that a list be prepared showing the members of the club who are not identified with the association and that the river and rail committee be furnished with such a list so that all non-members might be personally solicited to join. Mr. Anderson said that he and his associates would be very glad to make up such a list and go after those who were not identified with the association.

Resolutions were adopted of respect to the memory of the late E. C. Stoneman.

J. W. Dickson, chairman of the special committee appointed to consider recommendations made by former President Allen, reported unfavorably on the payment of a salary to the secretary and the remission of the dues of the president during his term of office, and favorably on the adoption of Roberts Rules of Order as the official guide of the club. The recommendations of the committee were accepted.

S. B. Anderson, treasurer of the Anderson-Tully Company, and E. R. Brown, of the Eddy B. Brown Lumber Company, were elected to active membership. One application for active membership was reported. This will be acted on at the next regular meeting.

A letter from Ehrlich & Sons, St. Joseph, Mo., asking for the name and location of some manufacturers of sycamore blocks, was referred to the information committee.

A letter from the Forest Products Federation, Chicago, asking for a contribution to the movement in behalf of lumber as against the various substitutes used therefor, was referred to the publicity committee.

Ralph May was congratulated on his recent election as first vice-president of the Hardwood Manufacturers' Association of the United States

GEORGE J. POPE, PRESIDENT OF THE LUMBERMEN'S ASSOCIATION OF CHICAGO.

Committees Appointed for St. Louis Club

At the meeting of the new board of directors of the Lumbermen's Exchange, elected January 4, Walter D. Dodd was re-elected secretary and W. W. Milne was re-elected treasurer. The following standing committees were announced for the year 1915:

TRAFFIC COMMITTEE—Henry A. Boeckeler, chairman, Boeckeler Lumber Company; Thomas E. Powe, Powe Lumber Company; George H. Cottrill, American Hardwood Lumber Company.

MEMBERSHIP COMMITTEE—F. H. Smith, chairman, Smith-Suehme Lumber Company; R. F. Krebs, Steele & Hibbard Lumber Company; Franz Waldstein, Waldstein Lumber Company.

PUBLIC AFFAIRS COMMITTEE—W. P. Anderson, chairman; Gideon-Anderson Lumber & Mercantile Company; William Lothman, Jr., Lothman Cypress Company; E. H. Luehrmann, Charles F. Luehrmann Hardwood Lumber Company.

FIRE INSURANCE COMMITTEE—G. E. W. Luehrmann, chairman, Charles F. Luehrmann Hardwood Lumber Company; G. E. Hibbard, Steele & Hibbard Lumber Company; E. W. Wiese, Thomas & Proetz Lumber Company.

REINSPECTION COMMITTEE—F. C. Moore, chairman, Moore-Jurden Lumber Company; T. J. Noser, Noser-Epler Lumber Company; J. L. Benas, Waldstein Lumber Company.

ARBITRATION COMMITTEE—T. J. Noser, chairman, Noser-Epler Lumber Company; J. L. Benas, Waldstein Lumber Company; C. E. Hascall, Pickrell Walnut Company; Louis Krug, Krug Lumber Company; Alcee Stewart, Alcee Stewart & Co.

Sawdust Club Elects Officers

The Sawdust Club of the Union League, Philadelphia, held its annual meeting and dinner at the League club house on January 29. Edwin B. Malone of Watson Malone & Sons was elected president to succeed the late Frank C. Gillingham; John T. Riley, Charles S. Riley & Company, vice-president, and William Henry Smedley, Smedley Brothers Company, secretary and treasurer.

Michigan Retailers Meet

The Michigan Retail Lumber Dealers' Association held its annual convention in the Pabst club house, Detroit, on [illegible] of usual interest was carried out. Headquarters were at the Medea hotel. About three hundred members were present.

The first speaker after lunch was Dr. Herman Von Schrenk of St. Louis, Mo., technical engineer for the National Lumber Manufacturers' Association. Dr. Von Schrenk quoted statistics to show that on account of value lumber is the most important commodity handled in the United States, coal alone excepted.

Frank P. Stockdale of Chicago discussed the rising costs of the lumber business, and gave an interesting account of how dealers arrive at costs, his information being drawn from special reports he had prepared. He believed that a more careful cost system would enable many business men to succeed who are now failures.

Arthur Holmes of Detroit spoke of the work of the association in helping to fight the federal government in the case for alleged violation of the Sherman anti-trust law, which is now being pushed against the Northwestern Lumber Association.

Chicago Association Elects Officers

In accordance with the by-laws of the Lumbermen's Association of Chicago the officers were not elected at the annual meeting which took place at the Hamilton Club, January 25. At that time the directors and chairmen of committees were duly elected and on Monday, February 1, the new directors met at the association headquarters and elected the following officers for 1915: President—George J. Pope, vice-president—H. H. Hettler, treasurer—George D. Griffith, secretary—E. E. Hooper.

Hoo-Hoo Officer Disappears

W. W. Stephenson, St. Louis, Mo., supreme scrivenoter of Hoo-Hoo, has mysteriously disappeared and according to latest reports is still missing. It is stated he had been ill for some little time and that on Monday, February 1, he left his office to keep an appointment at a hotel. Since then nothing has been heard from him.

Hearing on New York Lighterage

The local lumber association has received a notice of a hearing on the protest against proposed new lighterage regulations in New York harbor. The hearing will be held Wednesday, March 3, at the U. S. Custom House, Bowling Green, at 10 o'clock, before Examiner Burnside. The lumber trade is working with the Merchants' Association, which is handling the case for its members.

The lumber dealers are preparing data to be presented and it is stated that some telling blows will be dealt to railroads for the way they handle the lighterage business. The proposed regulations include a charge of twelve cents per ton for unloading in addition to the rate.

December Lumber Cut and Shipments

Figures compiled by the National Lumber Manufacturers' Association for December show the following totals: Cut December 1913, 448,500,000 feet; cut December 1914, 357,700,000 feet; decrease 90,800,000 feet or 20 3/10 per cent. Shipments December 1913, 496,000,000 feet; shipments December 1914, 413,300,000 feet; decrease 82,700,000 feet or 16 6/10 per cent.

Shipments December 1913, 496,000,000 feet; cut December 1913, 448,500,000 feet; cut less than shipped 47,500,000 feet or 9 6/10 per cent. Shipments December 1914, 413,300,000 feet; cut December 1914, 357,700,000 feet; cut less than shipped 55,600,000 feet or 13 4/10 per cent.

With the Trade

Pennsylvania Mutual Holds Annual Meeting

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, held its annual meeting on January 26, followed by a banquet in the evening at the Union League. Edward F. Henson, president of the company, acted as toast master. The speakers of the evening were the Honorable Hampton L. Carson, ex-attorney general of Pennsylvania, and the Hon. Irving C. Williams, deputy forestry commissioner of Pennsylvania.

The company states that it has passed through another successful year—in fact, 1914 was the second best in its history. It has increased its surplus $40,000—assets, $46,000; during the year it returned dividends to the extent of $180,000, and paid losses to the extent of $180,000. The directors at their meeting January 26 voted the continuance of the large dividend of forty per cent. A detailed statement of the financial condition of the company will be sent to the trade at large in due course.

The Davidson, Hicks & Greene Company Buys Timberlands

It is reported that the Davidson, Hicks & Greene Company of Nashville, Tenn., has purchased 44,000 acres of mountain timberland extending from near Cowan to the north Alabama line. It is reported at Cowan that spur tracks will be extended through the property and that an immense band sawmill employing 300 men will be established at that point. The company has one small mill in operation some miles out from Cowan and the larger development will begin with a rush as soon as the winter season breaks.

Plans Operating Big Tract

The Kentucky Lumber Company of Lexington, Ky., is preparing to operate a large tract of timber located about fifteen miles south of Williamsburg, near a small town known as Chaska, Tenn. This large tract of timber lies in the Pine mountains, which adjoin the Cumberland mountains near Lot, Ky. A side track is being constructed for the loading of logs on the Louisville & Nashville railway near Chaska, and from there tramroads will be constructed to extend into the heart of this timber. The tract consists of about 2,000 acres.

Will Represent the Erie Lumber Company

The Erie Lumber Company of Erie, Pa., announces that C. M. Pomeroy has accepted the position as salesman and will represent it among dealers in western New York. Mr. Pomeroy is qualified by long experience in the lumber business and accepts his new position with high recommendations.

To Represent the Steele & Hibbard Lumber Company

The Steele & Hibbard Lumber Company, St. Louis, Mo., advised HARDWOOD RECORD under recent date that James A. Braun of Chicago will hereafter represent that company in Chicago and contiguous territory, and will call on hardwood lumber buyers in the states in the vicinity of Chicago. Mr. Braun has had a long and varied experience in Chicago, having for the past nine years been with W. O. King & Co., and prior to that time he served in the St. Louis hardwood trade.

New Receiver Asked for Pooley Furniture Company

A petition asking for a new receiver to take charge of the affairs of the Pooley Furniture Company, Philadelphia, Pa., was presented to common pleas court No. 1 by George De Armond, who is one of the creditors. He asks that the new receiver be given the power to begin suit against the creditors' committee, which managed the Pooley Furniture Company from January 10, 1912, to February 7, 1914. This committee is composed of H. G. Michener, president of the Bank of North America, Charles H. Thompson and Max Weinman. A charge of unfairness and discrimination in the payment of claims by the creditors' committee is made. It is also alleged that large payments of principal and interest were made to preferred creditors. In answer to the above petition Max Weinman, receiver for the company, states that whatever action had been taken by the creditors' committee in the past was not the obligation of the committee, but it was the company which was responsible.

A New Nebraska Concern

The W. F. Hoppee Lumber Company has been incorporated at Lincoln, Neb., with $50,000 capital stock to do a general lumber business. W. F. Hoppee has been with the R. M. Tidball Lumber Company of Lincoln for the last fourteen years and during the past six years has been secretary and treasurer of that company. He sold his interest in that corporation and has just formed the new company.

The W. F. Hoppee Lumber Company has purchased the yards, good will and business of Aspegran & Tanner, formerly known as the Easley & Graham Lumber Company's yards. The yards are located on the Rock Island and occupy half a block of ground. They are equipped with up-to-date sheds under which the lumber of all grades is kept under cover.

Mr. Hoppee has been intimately connected with the sales end of the lumber business in prominent capacities and brings with him into his new work a wide experience. He says he is the oldest man in continuous charge of sales in lumber.

The new company will maintain an up town office located on the ground floor of the Lincoln hotel building.

Arthur Bailey & Co. Change Location

Arthur Bailey & Co., specialists in glued-up and one-piece hardwood dimension stock, formerly located at No. 1 Madison avenue, New York, N. Y., have moved to the Flat Iron building.

When last seen Mr. Bailey stated that the concern had closed several large contracts and expressed himself very optimistically regarding future business. The company's piano case stock, key beds and table tops have gained quite a wide reputation where this class of article is used.

Lumber Rate Hearing Closed

On February 2 at St. Louis an important rate hearing came to a close, so far as testimony was concerned. It was conducted before Examiner Watkins of the Interstate Commerce Commission, and several adjournments had been made. The hearing was commenced at Birmingham, Ala., and was resumed at Memphis, Tenn., and later at Louisville, Ky., and the final hearings were held at St. Louis.

The history of the case goes back to last August at which time carriers operating in southeastern Mississippi territory announced tariffs to take effect Oct. 1, proposing advances on forest products to all Ohio and Mississippi crossings, St. Louis and Memphis, and points intermediate to the Ohio river crossings and St. Louis. Hardwood lumbermen put up vigorous opposition to the proposed advance in freights, and evidence was submitted at the several hearings, and a number of well-known lumbermen were on the witness stand in opposition to the proposed advance. The Interstate Commerce Commission suspended the tariff until all parties could be heard. The interested parties have now presented their side, and the ruling by the commission will follow in due time. It is the opinion of many well-informed lumbermen that the establishment of the advances as proposed would work great injury to the lumber trade in the territory concerned.

One Tree Brings $100

The government has received $99.40 in settlement for a single sugar pine tree which was cut in trespass in the Stanislaus national forest, in California, and which yielded more than enough actual lumber to build a good-sized suburban frame house. The tree scaled 18,933 board feet and was valued at $5.25 per thousand feet.

Not many trees contain enough lumber to build a two-foot board walk nearly two miles long, and this is believed to be the first case on record in which a single tree felled in a national forest was valued at almost $100 on the stump, although national forest timber is frequently sold at considerably higher rates.

Dr. Schenck Heard From

Many of Dr. C. A. Schenck's old-time friends in the lumber trade have been uncertain since the outbreak of the war as to his whereabouts and safety. Dr. Schenck was head of America's first forest school at Biltmore. The rumor was circulated a short time ago that he had fallen in battle in France, but this seems to have had no foundation, as the doctor has been serving on the Russian frontier since volunteering his services.

Being over the age limit Dr. Schenck volunteered his services at the outbreak of the war. The offer was accepted and for several weeks he was stationed near Mainz in charge of an engineering corps engaged in the construction of forts. His post cards and letters were full of that spirit which has always characterized his speech and written utterances. About the middle of October he returned to Darmstadt but was asked if he would go to the firing line, and shortly left for the Russian frontier sending the following message to his American friends:

"I have lived my life and had a full share of it, more full than most of us; the rest of it belongs by rights to my country."

A post card dated November 8 was received from him in Russian Poland at which time he was in excellent health, had seen some warm fighting but came through unharmed. A card from Mrs. Schenck December 18 states that Dr. Schenck had at that time been in Poland eight weeks and was well and in good spirits. Mrs. Schenck's eldest brother, Alexander Bopp, was killed during the first ten days of the war. HARDWOOD RECORD joins Mrs. Schenck's many friends in this country in expression of deepest sympathy. No further word has been received regarding the doctor's whereabouts, but it is the sincere desire of everyone who knows him that he would return to Darmstadt unharmed and in perfect health, and will eventually make his long promised return trip to America.

Lumber Crooks to Go to Prison

With the refusal of the United States supreme court to grant a rehearing to the officers of the International Lumber & Development Company of Philadelphia, Pa., those gentlemen face the imminent certainty of either forfeiting the heavy securities or spending a couple of years in jail. The decision was handed down on January 25 and ends a three years' fight against one of the biggest frauds that has ever been carried on in this country. The mandate will be forwarded to the United States district attorney of Philadelphia by the supreme court and the attorneys for the convicted promoters will be notified to produce them. They have thirty days under the law in which to do so, and if at the end of this time the convicted men fail to surrender for imprisonment, their bail will be forfeited and they will be arrested as fugitives from justice.

John R. Markley, Iowa attorney and Chicago promoter and contractor, and spoken of as king of American confidence men, who has floated some twenty-two fraudulent concerns and unloaded $25,000,000 of worthless securities on the public during his fifteen years' career, is sentenced to serve one year and three months in the Eastern penitentiary and pay a fine of $10,000.

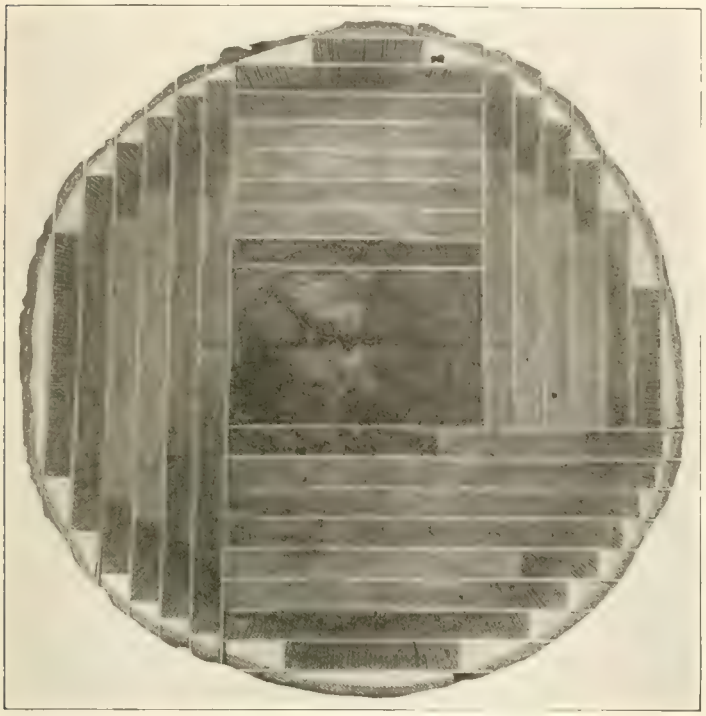
Isaiah B. Miller, contracting partner of Markley in the International Lumber & Development Company fraud, was given a similar sentence.

Charles M. McMahon, secretary and treasurer for half a dozen Markley-Miller crooked enterprises and in charge of the main office of the concern at Philadelphia, is sentenced to serve two years and pay a fine of $2,000.

William H. Armstrong, Jr., son of a former United States railroad commissioner, who was the figurehead president of several of the Markley-Miller fraudulent enterprises, is sentenced to serve two years and pay a fine of $2,000. His son posed as general manager and is under sentence to serve two years in the Eastern penitentiary and pay a $2,000 fine.

Colonel A. G. Stewart, former United States attorney-general for Porto Rico, legal adviser, special commissioner and vice-president of Markley-Miller promotions, is sentenced to serve one year and one day and pay a fine of $1,000.

Other men who are connected indirectly with the fraud, but who evidently knew nothing about the fraudulent character of the enterprise are H. A. Merrill, Mason City, Iowa; Alfred Gramz, Philadelphia, Pa.; John S. Barnes of Nebraska, and W. W. Pusey.



CONVENTIONAL DIAGRAM SHOWING THE MANNER OF SAWING OAK LUMBER

The crooks were convicted in April, 1913. Since then the fight has been going back and forth, appeal being taken to the circuit court of appeals and from there it has been carried to the supreme court. Each of the five convicted promoters is under $15,000 bail.

Pertinent Information

Interesting Figures on Run of Hardwood Logs

On this page are shown two cuts illustrating the percentages of different grades gotten from manufacturing typical oak and gum logs, which were cut up by a large southern manufacturer. The diagrams do not need any particular explanations other than to show the locations of the boards coming under certain grades in each log.

The following is a key showing quantity of each grade and value per 1,000 feet from the oak and gum logs. The oak log cut up as follows:

FAS Plain Oak	20 %	$42.75 per M	Value	$ 8.50
No. 1 Com. Plain Oak	30 %	23.25 per M	Value	6.98
No. 2 Com. Plain Oak	36 %	13.75 per M	Value	4.95
No. 3 Com. Plain Oak	14 %	5.75 per M	Value	.81
			Mill Run	$21.24

The gum log cut up as follows:

FAS Red Gum	18 %	$23.50 per M	Value	$ 4.23
No. 1 Com. Red Gum	16 %	14.50 per M	Value	2.32
Box Boards	2 %	21.25 per M	Value	.42
FAS Sap Gum	20½ %	14.75 per M	Value	3.02
No. 1 Com. Sap Gum	13½ %	11.25 per M	Value	1.52
No. 2 Com. Sap Gum	17 %	9.00 per M	Value	1.53
No. 3 Com. Sap Gum	13 %	7.50 per M	Value	.98
			Mill Run	$14.02

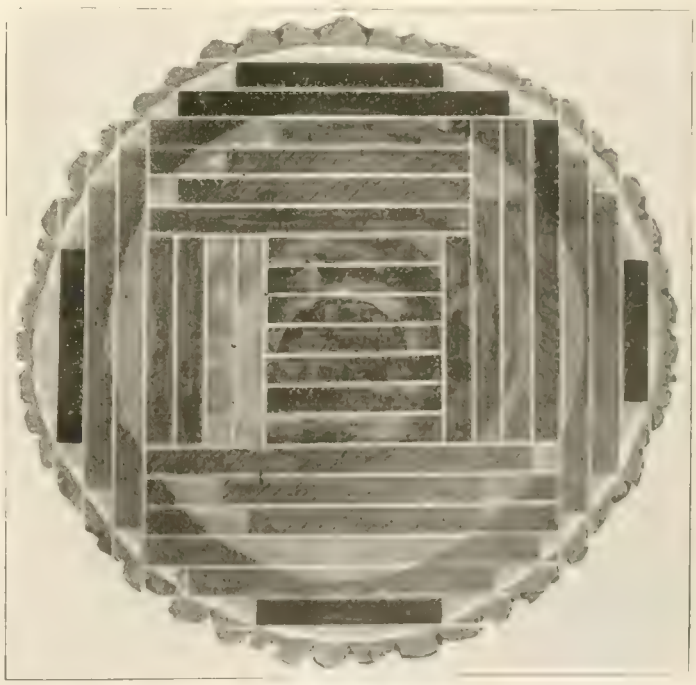
The cutting of the gum log would show the following: At the top the first two boards that are darkened are No. 1 common sap. The third board from the top at the right is No. 1 common red. Under this the next two shaded boards are FAS red, and the wide board next to this is No. 1 common red. Reading on down through the center the horizontal boards of the same length are No. 2 common red for the top and bottom and those intervening are No. 3 common. Reading right on down toward the bottom, the three boards just below the center boards of even length, which are shown as shaded, are all FAS red gum. The next two boards of a light gray color are FAS sap gum and the bottom board of darker color next to the slab is No. 1 common sap. The lighter ends of the wide boards running horizontally above and below the heart board are No. 2 common sap, and the small squares are waste.

Reading [illegible] the four vertical boards [illegible] boards the first two are No. 1 [illegible] No. 2 common red. Then starting just at the right of the horizontal board in the heart, the first board is No. 3 common red, the next two boards as far as the shaded part is seen are No. 1 common red and the lighter colored ends running into the sap are No. 2 common sap. The next board running up to the edge of the sap is FAS red gum, and the dark end is No. 1 common sap. [illegible] FAS sap and the outside dark board is No. 1 common sap.

Referring to the diagram of the oak log, starting at the top the two top boards are No. 2 common, the lighter portions of the next two boards are FAS, the lighter portions of the next four boards are No. 1 common, and the dark portions of all of these boards are No. 2 common. The heart is boxed to a 6x10 No. 3 timber. Reading down through below the heart, the first board is No. 2 [illegible] the next two are No. 1 [illegible] the next two are FAS, the next No. 1 common and the two outside boards next to the slab are No. 2 common. On the left, the first dark board and the outside ends of all the other boards are No. 2 common. The second board in from the slab is No. 1 common, the next three are FAS and the vertical board next to the heart is No. 1 common. On the right, the dark ends of all of these boards and the outside board next to the slab are all No. 2, the two wide boards next to the heart and the two in from the slab are No. 1, while the other two remaining boards are FAS.

Rate Advance Serious Question to Gum Manufacturers

Some manufacturers of hardwood lumber have about reached the decision, since the conclusion of the recent hearing in the case involving proposed advances in freight rates from points in southern territory to Ohio river crossings, that there is nothing to be made out of the manufacture of red gum under present conditions. Some of the exhibits which were filed by witnesses for the Southern Hardwood Traffic Association at Louisville and St. Louis were so complete and so striking in their illustration of costs and other features that some manufacturers have been led to go over their books with a view to determining just what their gum lumber was costing them, what freight rates they were paying, what selling charges they had to bear and what prices they were receiving. This examination has tended to prove that there is



METHOD OF DIAGRAMMING A GUM LOG FOR CONVERTING INTO LUMBER

little or no money in gum lumber at present prices and some of the manufacturers of hardwood lumber do not hesitate to say that the railroads, by persisting in their demand for higher rates for gum, with a view to increasing their revenues, may end by having a very heavy loss in revenues from this item through heavy curtailment of gum shipments. The Gum Lumber Manufacturers' Association and various individuals engaged in the manufacture of gum, have been doing a great deal of publicity work in behalf of this particular lumber. Just when they thought conditions were getting right for rapid progress along this line, the war broke out in Europe and put a decided quietus on the business. Now, after the war has resulted in prices which are far from remunerative, the railroads are [illegible] for freight rates that

Rockcastle Lumber Co.
C. L. Ritter Lumber Co.
OAK—Plain and Quartered, RED AND WHITE
POPLAR CHESTNUT BASSWOOD
Anything in Hardwoods
Huntington West Virginia

CINCINNATI
Hardwood Manufacturers and Jobbers

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
OFFICE AND MILL, CINCINNATI, OHIO

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

DAY LUMBER & COAL CO.
Mfrs. YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

are regarded as practically prohibitive, especially since they will shut manufacturers of gum lumber out of territory which has heretofore been profitable on the basis of the old rates.

The Relation of Production to Markets

At the bottom of this page is shown a chart plotting the lumber cut, lumber shipped, and prices of two standard grades of western lumber compiled by the West Coast Lumber Manufacturers' Association in collaboration with the Lumbermen's Information Bureau. The information was compiled on January 25, 1915, and an explanation is hardly necessary.

The remarkable manner in which the lines denoting lumber cut and lumber shipped remain together show that the lumber production of the West Coast is under some form of control after all. In a general way the price lines in both flooring and the No. 1 common retain a relative contour approximating the general contour of the production and shipment lines. That is, they reach the maximum height from March to May, 1913, in both items as do the lines of production and shipment.

It will be seen readily that the price curves have not responded to the rapidly varying conditions of production and shipment as it might have been expected they would.

Baltimore Exports Still Insignificant

The effect of the war is again strikingly shown in the statement of exports for January of this year, as compared with the same month in 1914, when the value of the lumber and logs, together with other wood products shipped from this port, was not less than three times as large. Some items, like hickory logs, which are used for certain purposes now especially in evidence, made gains, but in the main there was a heavy shrinkage, which is likely to attain even greater proportions now that steamship lines have decreed a virtual embargo on shipments to certain British ports, while the advance in the ocean freight rates is so high as to be practically prohibitive. Oak lumber, for instance, fell off more than fifty per cent, and the shrinkage in poplar was even heavier. Exports of certain items disappeared entirely during the month just ended. The comparative statement is as follows:

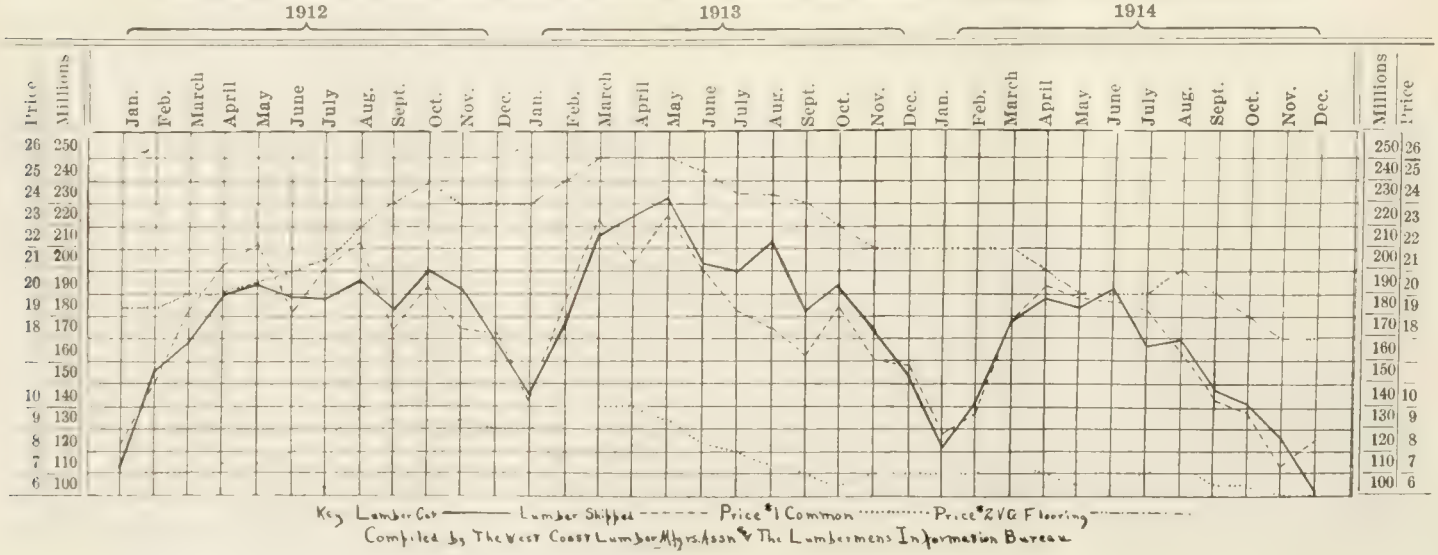
	January— 1915 Quantity Feet	1915 Value	1914 Quantity Feet	1914 Value
Logs, hickory	76,000	$ 2,773	24,000	946
Logs, walnut	53,000	3,920	184,000	10,893
Logs, all others	14,000	425	40,000	1,930
Lumber, oak	725,000	26,000	1,618,000	54,149
Lumber, pitch pine	50,000	1,860	98,000	3,133
Lumber, all other pine	.....	.....	19,000	700
Lumber, poplar	114,000	5,185	380,000	20,407
Lumber, spruce	42,000	1,470	974,000	30,208
Lumber, all others	348,000	15,380	319,000	16,515
Shooks, all others	779	857	807	888
Staves	49,468	3,075	150,136	6,200
All other kinds of lumber	.....	7,975	.....	21,218
Doors	.....	.....	.....	8,828
Furniture	.....	228	.....	1,105
Trimmings	.....	.....	.....	1,113
All other manufactures of wood	.....	6,839	.....	11,963
		$65,987		$190,196

Big Offering of National Forest Timber

The United States Forest Service is offering for sale 382,000,000 feet of timber on the Crater and Paulina forests in Oregon. This is the largest body of timber ever placed on the market in Oregon by the Forest Service, and it stands among the largest of national forest timber offerings.

The timber is in two blocks, one of 7,120 acres, just east of the Crater Lake national park; the other of 17,560 acres on the watershed of Bear creek, near Upper Klamath lake, in the Paulina forest. Both tracts are tributary to Klamath Falls, Oregon. All but 10,000,000 feet is western yellow pine of good quality, the rest being sugar, lodgepole and western white pine. The location and topography of the larger area are described as excellent for logging and that of the smaller as fair. A cutting period of nine years will be allowed a purchaser of the smaller tract, twelve years for the larger, and a maximum of sixteen years to a purchaser of both tracts. It is estimated that an investment of $340,000 will be necessary for an operation on the larger tract.

Three Year Cut and Shipment Report from 80 Identical Mills Showing the Relation of Shipments and Prices to the Cut.



Perkins Glue Fast Becoming the Standard For All Veneer Work

Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.

The use of Perkins Glue does away with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

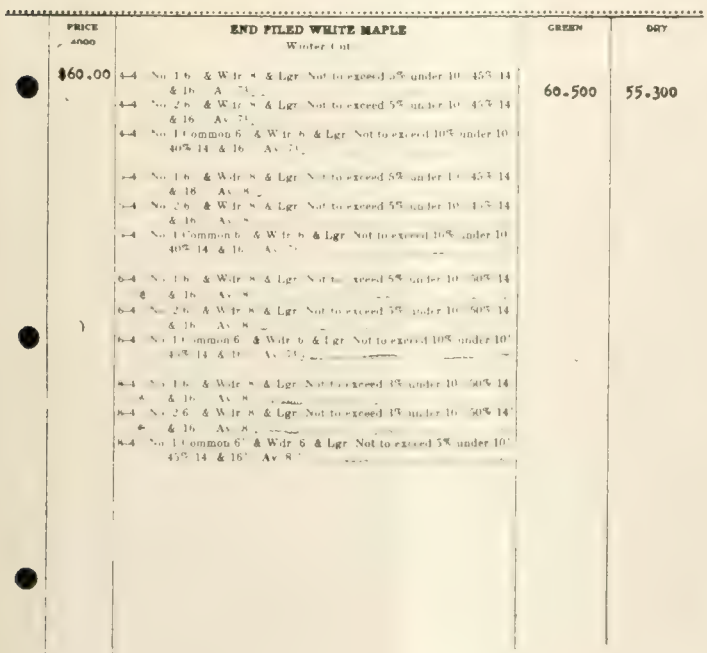
PERKINS GLUE COMPANY

Originators and Patentees **805 J. M. S. Building, SOUTH BEND, IND.**

A Convenient Form of Stock Sheet

Malcolm E. Miller of the Stearns Salt & Lumber Company, Ludington, Mich., has sent HARDWOOD RECORD a copy of a stock sheet issued to the salesmen of that company, which is illustrated herewith.

The sheets are put up in bunches of five and stapled in order that there will not be any difficulty in having the carbon copies line up with the printing. After the list is filled in the perforated section at the top is detached, and the sheet then fits, with one vertical fold, in an I-P loose leaf price book No. 506.



PRICE M	END FILED WHITE MAPLE Winter Cut	GREEN	DRY
$60.00	4-4 No. 1 & Wdr. & Lgr. Not to exceed 5% under 10 45% 14 & 16 Av. 7	60.500	55.300
	4-4 No. 2 & Wdr. & Lgr. Not to exceed 5% under 10 45% 14 & 16 Av. 7		
	4-4 No. 1 Common & Wdr. & Lgr. Not to exceed 10% under 10 40% 14 & 16 Av. 7		
	5-4 No. 1 & Wdr. & Lgr. Not to exceed 5% under 10 45% 14 & 16 Av. 8		
	5-4 No. 2 & Wdr. & Lgr. Not to exceed 5% under 10 45% 14 & 16 Av. 8		
	5-4 No. 1 Common & Wdr. & Lgr. Not to exceed 10% under 10 40% 14 & 16 Av. 7		
	6-4 No. 1 & Wdr. & Lgr. Not to exceed 5% under 10 50% 14 & 16 Av. 8		
	6-4 No. 2 & Wdr. & Lgr. Not to exceed 5% under 10 50% 14 & 16 Av. 8		
	6-4 No. 1 Common & Wdr. & Lgr. Not to exceed 10% under 10 45% 14 & 16 Av. 7		
	8-4 No. 1 & Wdr. & Lgr. Not to exceed 5% under 10 50% 14 & 16 Av. 8		
	8-4 No. 2 & Wdr. & Lgr. Not to exceed 5% under 10 50% 14 & 16 Av. 8		
	8-4 No. 1 Common & Wdr. & Lgr. Not to exceed 5% under 10 45% 14 & 16 Av. 8		

The figures in heavy type under the word "price" indicate the dry weight of the stock and the prices listed are f. o. b. the company's mill. The price column is placed to the left of the list resulting in the possibility of quicker reference. Each wood has a separate list, and three sets or fifteen copies are made for the use of the salesmen and the order department. The spacing is correct for any standard typewriter

An Opening for Coffins

A consular report from Ceiba, Honduras, says that not one manufacturer of coffins is to be found in that district. The most primitive methods are followed. When a death occurs in a town or rural community some carpenter makes the required coffin, and it usually is a crude affair. The people are fairly well to do, and it is believed that ready made coffins would find a market in that region.

Hardwood News Notes

MISCELLANEOUS

The Auto Body Company has been incorporated at Indianapolis, Ind., with $25,000.

The O. S. Hawes Lumber Company has been incorporated at Detroit, Mich., with $100,000.

The Turnbull Wagon Company of Defiance, O., has increased its capital stock from $300,000 to $400,000.

The New Jersey Parquetry Flooring Company of Jersey City, N. J., is reported to be in creditor's hands.

The Southern Veneer Company is reported to have been incorporated at Charlotte, N. C., with $200,000.

At Spartansburg, S. C., the Spartansburg Wagon & Buggy Company has been incorporated with $3,000.

At Hoboken, N. J., the James McLaughlin Auto Company has been incorporated with $125,000 capital.

Plans are being prepared for the construction of the Falls City Box & Basket Company's factory at Louisville, Ky.

The J. H. Tschudy Hardwood Lumber Company, Kansas City, Mo., has recently decreased its capital stock to $50,000.

The Appalachian Lumber Company has started business as an incorporated concern with $50,000 at Jonesboro, Tenn.

The Hub Motor Truck Company started business at Columbus, O., with $300,000 capital, to manufacture all kinds of vehicles.

The Northern Coach Company has started business at Port Washington, Wis. This is an incorporated concern with $25,000.

The Artisan Millwork Company has started business at Marshall, Ill. This is an incorporated concern with $12,000 capital stock.

The Hammond Chandler Lumber Company of Rice Lake, Wis., was recently incorporated, the authorized capital being $100,000.

The National Service Corporation, an automobile manufacturing institution, has started business at Wilmington, Del., with $100,000 capital stock.

The Auburn Wagon Company of Martinsburg, W. Va., announces the death of its general manager, Max Robinson, which occurred on Sunday, January 31.

A new furniture manufacturing institution known as the Jamestown Superior Furniture Company has been incorporated at Jamestown, N. Y., with $25,000.

CHICAGO

Charles C. Boyd of C. C. Boyd & Co., hardwood and veneer manufacturers of Cincinnati, O., was in Chicago for a few days about a week ago.

J. D. Staple of the Northwestern Cooperage & Lumber Company, Gladstone, Mich., spent a day in Chicago last week.

H. W. Baker of the Baker-Mathews Manufacturing Company, Sikeston, Mo., spent a few days in Chicago last week.

E. M. Vestal of the Vestal Lumber & Manufacturing Company, Knoxville, Tenn., was in the city for a few days last week on a combination business and pleasure trip. He reports having sold quite a little Tennessee red cedar in the North.

E. D. Galloway and M. L. Pease of the Galloway-Pease Company, Poplar Bluff, Mo., conferred in Chicago the greater part of last week.

C. H. Sherrill of the Colfax Hardwood Lumber Company, Colfax, La., spent several days last week in Chicago in conference with the local representative, H. J. Reinehard.

C. B. Allen, manager of the veneer department of the Anderson-Tully Company, Memphis, Tenn., was in Chicago the greater part of last week.

The Anguera Lumber Company, Chicago, Ill., has been succeeded by the Anguera Lumber & Tie Company.

BUFFALO

The efforts of Mayor Fuhrmann and the Chamber of Commerce are being exerted to start a "build now" movement in this city and as far as possible municipal and other building work will be accelerated. The present cost of material is so low and the opportunity to obtain labor is so unusual that it is likely that the building trade will be stimulated. The city has been somewhat hampered by lack of funds, but at present these can be obtained on favorable terms.

An echo of the failure of the Blue Grass Lumber Company of this city is the filing of a petition in bankruptcy by Charles S. Creelman, a lumberman well known in Chicago and other cities. His debts are largely due to banks and his name is on notes to Southern institutions to the extent of $157,000. Total liabilities are $175,693.38, with assets of $50.

Ten men were killed and five badly injured on February 3 in an explosion in the bunkhouse of the Mayburg Chemical Company, which owns thousands of acres of standing timber around Mayburg, Pa. It is believed that the hose to a lighted gas stove became detached and that the gas ignited from a lamp.

W. K. Jackson of Jackson & Tindle has been in Michigan lately, looking after the installation of new machinery and the starting up of the firm's new band sawmill at Pelliston.

A. J. Elias has returned from a week's trip to Washington, D. C. G. Elias & Bro. report the hardwood trade as rather quiet, but look for improvement in the next few weeks.

Blakeslee, Perrin & Darling state that the hardwood trade, while slow at present, has been picking up a little. The yard is getting in stocks of plain oak and ash.

M. M. Wall has returned from a business trip of several weeks to the South. He states that the lumber people there are not very busy just now, but are hopeful of better business soon.

The trade has turned in such a way that the A. J. Chestnut Lumber Co. has been increasing its purchases of Pennsylvania hardwoods, with an eye to certain customers in the New York city district.

The Yeager Lumber Company is getting in stocks of a number of woods, including birch, oak and chestnut. Maple, chestnut and ash have been among the best selling woods, next to oak.

The yard of T. Sullivan & Co. has been receiving some good shipments of brown ash and elm from Michigan. Trade has not been very active, but these two woods have been selling fairly well.

The McLean Mahogany & Cedar Company is finding business about as quiet as anyone, but President R. D. McLean does not think that it is to last a great while. He is keeping routine matters up closely in order to be ready for the improvement. The company is now located at 601 White building.

BOSTON

The Massachusetts Wholesale Lumber Association, Inc., has appointed Wm. Bacon chairman of a committee to cooperate with the Massachusetts State Board of Trade in securing reasonable modifications of the proposed drastic fire prevention legislation and ordinances, more especially in the Metropolitan district. The most uneconomic and unwarranted restrictions on the uses of lumber which have been outlined by the newly created Fire Prevention Commission will greatly hamper much construction in this section and the lumbermen in their own interest and that of the community hope to have many of the uncalled for provisions withdrawn.

The firm of J. K. & B. Sears Company of Middleboro and also H. A. Fay of Lynn, Mass., have assigned and the depressed condition of business is further evidenced by four bankruptcy petitions with liabilities aggregating $50,565, the principal petitioners being Leonard F. Jones of Holyoke and C. M. Hebert of Ludlow, Mass.

The C. B. Swift Company has been incorporated at Boston, for the manufacture of furniture, with capital of $25,000. In Maine two new firms have been organized: The Barker Lumber Company at Orono, Me., capitalized at $100,000, the president and treasurer being Henry L. Barker of Old Town, also the Welsford Lumber Company at Danforth, Me., with capital of $10,000, the president being John W. Hinch of the same town. The incorporation of the Gale Lumber Company at Cambridge, Mass., is also recorded. It has a capital of $50,000. Wm. Glaston of Cambridge is president.

BALTIMORE

The Ryland & Brooks Lumber Company, which has headquarters in the American Building and which has been devoting itself almost exclusively to yellow pine, has of late taken up hardwoods to a much greater extent than before. To look after this end of the business it has formed a connection with Turner W. and Howard Isaac. The former is well known in the trade here, having been engaged for years as a wholesaler. More than two years ago he went to Norfolk, Va., to operate a mill. His brother has been associated with him.

Harrison Brothers have decided to erect a planing mill at Cumberland, Md. The building will be 28x75 feet and will be equipped with band and circular saws, turning lathes, headers, borers and other machines to be found in an up-to-date plant.

Hugh S. Leary of the well-known London lumber firm of C. Leary & Company, who has been in the United States since December, looking up supplies of lumber needed for the conduct of war and other purposes, reached Baltimore January 29. He spent considerable time with M. S. Baer of Richard P. Baer & Company, as his personal guest, and afterward left for New York, where he will take the steamer Franconia this week for home. Considerable mystery was thrown around Mr. Leary's visit by the Baltimore papers, and the visitor rather added to it by declining to talk about the American trip or his mission. It is thought, however, that his purpose was not so much to take up stocks as to see to it that those already ordered go forward with reasonable expedition, more or less delay having been experienced. Furthermore, the suggestion is made that he may have given assurances as to financial arrangements, concerning which some doubt had been entertained. As far as could be learned Mr. Leary did not place any orders in Baltimore. He has visited a number of the large cities in the course of his trip and has also been at a number of the lumber centers.

Richard P. Baer returned recently from a trip South which took him as far as New Orleans. He visited a number of the mills and wholesalers, and returned with the belief that the gulf states are worse off, in so far as the foreign embargo is concerned, than the Atlantic seaboard. Mr. Baer found many of the mills still shut down and the production of hardwoods much curtailed.

COLUMBUS

The Powell Lumber and Construction Company of Columbus has been incorporated with a capital of $25,000 to do a general lumber business, by F. Everson Powell, Fred W. Postle, E. M. Patterson, Mame Parks and E. W. Baldridge.

According to the report of the Columbus building inspector there were 89 permits issued during the month of January, 1915, valued at $85,100, as compared with 122 permits and a valuation of $178,740 in January, 1914.

The Cleveland Saw Guard Company of Cleveland has been incorporated with a capital of $5,000 to manufacture guards for saws and other safety appliances, by W. F. Holliday, A. E. Clevenger, M. K. Davey, M. L. Heuer and Charles M. Buss.

In a ruling given to the Ohio State Board of Administration by the attorney general of Ohio it is held that the mechanics' lien law cannot be enforced against the state. The ruling affects all persons selling to contractors which do state work.

R. W. Horton of the W. M. Ritter Lumber Company says trade in hardwoods is holding up well under the circumstances. Buying is about equally divided between yards and manufacturing establishments. The

THINK

Of Us, When in Need of Better Hardwoods!

TENNESSEE VALLEY

Hardwood Lumber and Hardwood Flooring

Whey you get HITT QUALITY THE HHH BRAND HARDWOODS ***Are the Best***

Our Motto—"Dry Stock. Straight National Grade. Prompt Shipment."

Our four band mills have a capacity of 150,000 feet per day, and our Hardwood Flooring Plant will manufacture 50,000 feet per day.

We want your business, and you will want our Lumber, if you will give us a trial order. Get our prices, give us an order, and be convinced.

We have at present a well assorted stock of

15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum

Partial Dry Stock List

QTD. WHITE OAK
500M' No. 1 Common, 4/4
100M' No. 2 Common, 4/4

PLAIN WHITE OAK
80M' 1s & 2s, 4/4
20M' 1s & 2s, 5/4
500M' No. 1 Common, 4/4
130M' No. 1 Common, 5/4
10M' No. 1 Common, 6/4
60M' No. 2 Common, 4/4
10M' No. 2 Common, 5/4
10M' No. 2 Common, 6/4

PLAIN RED OAK
300M' 1s & 2s, 4/4
140M' 1s & 2s, 5/4
800M' No. 1 Common, 4/4
130M' No. 1 Common, 5/4
10M' No. 1 Common, 6/4
60M' No. 2 Common, 4/4
10M' No. 2 Common, 5/4
10M' No. 2 Common, 6/4

BAY POPLAR
40M' 1s & 2s, 4/4
200M' No. 1 Common, 4/4
50M' No. 2 Common, 4/4

POPLAR
20M' Panel
20M' 1s & 2s, 4/4

SAP GUM
20M' 1s & 2s, 4/4
10M' 1s & 2s, 5/4
10M' 1s & 2s, 6/4
180M' No. 1 Common, 6/4
700M' No. 2 Common, 4/4
350M' No. 2 Common, 5/4
100M' No. 2 Common, 6/4

RED GUM
10M' 1s & 2s, 4/4
40M' No. 1 Common, 4/4
10M' No. 1 Common, 5/4
70M' No. 2 Common, 4/4
10M' No. 2 Common, 5/4

WHITE ASH
25M' 1s & 2s, 4/4
10M' No. 1 Common, 6/4
10M' No. 2 Common, 4/4
25M' No. 3 Common, 4/4

Send Us Your Inquiries

H. H. HITT LUMBER COMPANY

DECATUR *ALABAMA*

Eastern Representative
W. F. BIXBY, Jamestown, N. Y.

COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
No manipulation of grades.
Located on La. R. & N. Co. COLFAX, LA. Consumers' inquiries desired

JAMES & ABBOT COMPANY
Lumber and Timber
No. 165 Milk St., BOSTON, MASS.

The White Lake Lumber Co.
Peoples Gas Bldg., CHICAGO, ILL.
Northern and Southern Hardwoods
CAR STOCK
WHITE PINE YELLOW PINE
High Quality—Prompt Delivery
WE WANT TO MOVE AT ONCE
5 cars 1" 1st and 2nd Basswood
3 cars 1" No. 1 Common Basswood
3 cars 1" No. 3 Common Basswood
Send us your inquiries
15 cars 1" Oak—all grades

WEST VIRGINIA HARDWOODS
We Have Ready for Prompt Shipment
14,000′ 4/4 Log Run Ash.
5,000′ 10/4 1s & 2s No. 1 Common Ash.
12,000′ 4/4 1s & 2s No. 1 Common Basswood.
9,000′ 6/4 Log Run Basswood.
35,000′ 4/4 Log Run Birch.
55,000′ 4/4 1s & 2s Chestnut.
55,000′ 4/4 No. 1 Common Chestnut.
300,000′ 4/4 Sound Wormy & No. 2 Common Chestnut.
100,000′ 4/4 No. 3 Common Chestnut.
26,000′ 5/4 1s & 2s & No. 1 Common Chestnut.
100,000′ 5/4 Sound Wormy & No. 2 Common Chestnut.
22,000′ 8/4 1s & 2s & No. 1 Common Chestnut.
75,000′ 4/4 Log Run Maple.
19,000′ 6/4 1s & 2s & No. 1 Common Maple.
45,000′ 8/4 Log Run Maple.
13,500′ 4/4 1s & 2s Poplar.
50,000′ 4/4 No. 1 Common Poplar.
150,000′ 4/4 Log Run Red Oak.
55,000′ 5/4 Log Run Red Oak.
68,000′ 6/4 1s & 2s & No. 1 Common Red Oak.
100,000′ 8/4 Log Run White Oak.
100,000′ 3x4 and 3x5 Hardwood Mine Rails.
3 cars ½" Slack Barrel Staves, 40 & 42" long.
10 cars Chestnut Telephone Poles.
Alton Lumber Company
Buckhannon West Virginia
Band Mill, Mill Creek, West Virginia
Circular Mill, Todd, West Virginia

price list is well maintained at previous levels and the prospects for the future are good.

The Bloker Lumber Company of Lindsey, Ohio, has been incorporated with a capital of $20,000, by C. T. Bloker, C. L. Bloker, R. C. Bloker, Hattie Bloker and C. S. Bloker.

The Chamber of Commerce of Lima, Ohio, has closed a contract with the Lewis Brothers Manufacturing Company of Rockford whereby the factory engaged in making indoor hardwood finish will be moved to Lima.

J. A. Ford of the Imperial Lumber Company reports improved conditions in the hardwood trade all along the line.

TOLEDO

The largest and most successful convention ever held by the Ohio Association of Retail Lumber Dealers has just come to an end in this city. There were 1,000 lumber dealers in the city in attendance on this convention and that of the Union Association of Lumber, Sash and Door Salesmen, which is always held at the same time. Edward Hines of Chicago made an address before the convention Thursday afternoon. He called upon lumber dealers to wake up, charging that as a body they were asleep at the switch and due to have great inroads made in their source of livelihood unless they arose to the issue. He advocated persistent advertising and boosting of lumber. He commended the Ohio mechanic's lien law and declared that it was his intention to "carry it back to Illinois."

Many speakers took up and discussed the mechanic's lien law and the organization went on record as again endorsing this law which it was claimed had worked out with perfect success for a year and opposing the Lustig bill introduced in the Ohio legislature this week, and designed to absolutely repeal the mechanic's lien law. The program of entertainment closed Friday night with a banquet, smoker, moving picture and vaudeville entertainment, all of which were, as the saying goes, "worth the price of admission."

The Union Association of Sash and Door Salesmen held a banquet at the Secor, Wednesday evening, which was attended by 200 members. At the annual business meeting action was taken denouncing the proposed amendment granting an advance passenger rate to railroads. Officers of this association elected were: President, Ralph B. Peck of Toledo; D. R. Winn, Columbus, vice-president; J. P. Bartelle, Toledo, secretary-treasurer; John W. Chamberlin, Toledo, and George Swiger, Cleveland, directors.

Jethro G. Mitchell, one of the organizers and first secretary of the Mitchell & Rowland Lumber Company, died here recently, aged seventy-three years. He was survived by a wife and son.

INDIANAPOLIS

W. C. Raymond, president of the Marion Lumber Company, died at his home in Marion a few days ago, at the age of sixty-nine years. He was formerly in business at Peru and Kokomo.

The Udell Works, which was closed several weeks for inventory and repairs, has resumed operations with a full force of 200 men. Furniture and hardwood specialties are manufactured.

Additional bad checks to which the signature of the Interior Hardwood Company of this city was forged have been received here. They were cashed in Mobile and Birmingham, Ala. The company has sent a warning throughout the South to look out for such checks.

O. D. Haskett of the O. D. Haskett Lumber Company has returned from Washington, D. C., where he was councilor to the Indianapolis delegates at the meeting of the Chamber of Commerce of the United States.

The Bedna Young Lumber Company has been organized and incorporated with an authorized capitalization of $98,000 to take over the hardwood lumber business at Evansville of the late Bedna Young. Those interested in the company are Mamie Young, F. M. Cutsinger and H. J. Schaefer.

A line of furniture will be manufactured at Lebanon by the newly organized George O. Palmer Furniture Company, which has been incorporated with an authorized capitalization of $6,000. The principal stockholders are George O. Palmer, B. L. Palmer and Lew Palmer.

MEMPHIS

W. R. Barksdale, a well-known member of the hardwood lumber fraternity here, has returned from Fresno, Cal., where he maintains a winter home. Mr. Barksdale divides his time between Memphis and Fresno.

The Arkansas Oak Flooring Company, recently incorporated at Pine Bluff, Ark., with a capital stock of $50,000, has purchased a five-acre site at that point and has already begun the construction of its plant. The latter will have a daily capacity of about 30,000 feet and will give employment to fifty or seventy-five men.

The shops of the Mobile & Ohio Railroad Company at Jackson, Tenn., reopened last week on about half schedule, after having been closed down since November 5. The present plan calls for working the entire force every other day. Only a short time ago the shops of the Louisville & Nashville at New Decatur, Ala., very greatly increased the number of men employed and the Illinois Central has also increased the hours of work at some of the shops on its lines.

The Southern Loggers' Association has, through a special committee, made arrangements for the publication in book form of the log grading rules it recently adopted. These are expected to prove beneficial to both

buyers and sellers. They will enable the former to pay proper prices for the various grades of logs received and they will make it possible for sellers to grade or classify their own stock. This book will be issued from the press shortly and will then be distributed to members of the association as well as to others who are desirous of obtaining it. This association was organized here some weeks ago and has for its purpose the solution of a number of problems confronting mill owners and handlers of timber generally. This question of proper grading is regarded as the most important of all.

James Alexander has been elected president of the Memphis Builders' Exchange for the ensuing year. L. T. Lindsay is first vice-president, J. W. Clark is second vice-president, J. W. Williamson is treasurer and the following are directors: I. N. Chambers, James E. Faires, J. W. Garrison, P. A. Gates and L. J. Moss. The election was held February 2. During the past two weeks the exchange has had an active membership committee in the field and thirty-three new members were captured as a result of its aggressive work. This brings the membership of this body to more than 175. The membership committee has been continued for another ten days in the hope that the 200 mark might be reached. The Memphis Builders' Exchange is closely affiliated with the National Association of Builders' Exchanges and is quite prominently identified with the handling of issues of far-reaching importance.

The Mississippi river at Memphis has already begun to rise rather rapidly and predictions are now made that a stage of thirty-five feet will be reached here early next week. This is not enough water to materially interfere with any of the hardwood plants in this city or section. It is also too small to affect seriously the levee system throughout the lower Mississippi valley. In fact, this is only the indicated danger line for Memphis and is between eleven and twelve feet below the maximum stage reached here during the past period of high water. It usually requires a stage of thirty-seven or thirty-eight feet to begin to interfere with manufacturing operations in this city, and lumber interests here will show very little concern until the water is well above thirty-five feet. It is possible that the thirty-five foot stage will give high enough water in both the Mississippi and its tributaries to greatly facilitate the handling of timber by water. It is the general impression, however, that comparatively few logs have been prepared for delivery by this method and it is not anticipated that river receipts at Memphis will be anything like normal.

Lumber exporters here are watching with much interest developments at Washington where the Democrats are making strenuous efforts to pass the shipping bill. It will be recalled that the National Lumber Exporters' Association, during its recent session here, passed vigorous resolutions in favor of larger ocean carrying facilities without specifying the particular legislation which should be enacted to bring about this result. In the meantime, rates on cotton are beginning to decline somewhat. Those to Bremen have dropped from $3.50 to $2.50 per hundred, to Barcelona from $1.35 to 85 cents and to Rotterdam from $2.50 to $2.10. The Liverpool rate is the same as heretofore, $1.15 to $1.25. It is also reported that there is quite a decided increase in the amount of freight room offered. A prominent cotton man said recently that he could book freight room for at least 100,000 bales. A short time ago cotton interests were very much excited over the scarcity of ocean freight room, as well as over the high prices demanded therefor. It is pointed out by some exporters here that there is a good demand for southern hardwoods in Europe and that a reasonably large volume of business could be put through with lower ocean freight rates. As it stands, however, there is very little doing, although a few cars of lumber have been exported from this city and section within the past fortnight.

R. J. Darnell of R. J. Darnell, Inc., is authority for the statement that one of the two band mills of his firm at Leland, Miss., will resume next week after having been closed down for quite a while. R. J. Darnell, Inc., is running one side of its double band mill at Batesville and, when the plant at Leland starts up, this firm will be operating at about fifty per cent of its capacity. Mr. Darnell says that business is improving to some extent but that there is still room for a great deal more betterment.

F. T. Dooley of the Dooley Lumber Company has gone to Helena, Ark., where he is looking after logs being cut for his firm at that point. He is making arrangements to have a considerable quantity of both oak and cypress sawed for his firm.

NASHVILLE

Increased activity in the lumber trade is reported at Burns, Tenn. R. M. Holland reports the sale of about fifty cars in one week. The S. G. Holland Stave Company is again in the market for stave timber, and reports that its stocks have been about exhausted. Active demand is reported at Burns for hickory handle and white oak wagon timber.

Christian Kopp has purchased equipment for a new sawmill at Bridgeport, Tenn., which he plans to have in operation at an early date.

Shipment of 30,000 pickax handles is reported by a firm in Franklin, Tenn., to representatives of the allied governments in Europe, to be used in war operations.

The Interstate Commerce Commission has vacated the suspension of an advance of lumber rates on the Nashville, Chattanooga & St. Louis Railway between Nashville and Chattanooga. The commission finds that the rate of eleven cents is justified.

The Nashville Lumbermen's Club has changed the time of meeting

Indiana's Original Giant

This photograph was made while the tree was being cut for our mill.

It stood in Putnam County, Ind., and was a *genuine* FORKED LEAF WHITE OAK—beyond question the finest white oak that ever grew.

Your customers were delighted with that quiet beauty, that rich, even color and figure that for all time have given to goods made from *Indiana oak* an *Individuality*.

You can please them again. How? Simply by buying a parcel of almost anything in lumber or sawed veneers from our yards. You can select from a full assortment. We positively carry no southern stock and can prove it.

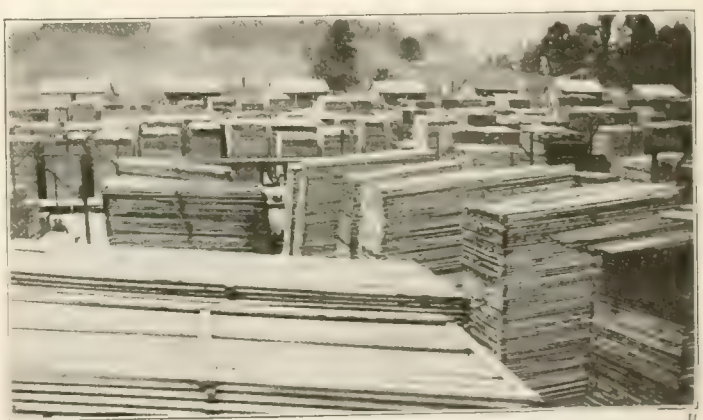
And remember, we have built up our business by giving

Just a little better quality than you expect

Charles H. Barnaby

Greencastle, Indiana

HAVE YOU OTHER NEEDS FOR HIGH-GRADE HARDWOODS? WE CAN FILL THEM.



Kentucky Hardwoods

1 car 1" 1s & 2s Chestnut—25% 14-16' lengths, average 14" wide.
3 cars 1" No. 1 Common Chestnut.
5 cars 1" Sound Wormy Chestnut, 50% 14-16' lengths.
5 cars 1¼" Sound Wormy Chestnut, 50% 14-16' lengths.
2 cars 1½" Sound Wormy Chestnut, 50% 14-16' lengths.
5 cars 4/4 No. 1 Common Poplar, 40% 14-16'.
2 cars 1¼" No. 1 Common Poplar, 60% 14-16'.
1 car 1" Clear Sap Poplar, 40% 14-16'.
5 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" No. 2 Common Plain Red Oak.
5 cars 1" No. 1 Common Plain White Oak.
5 cars 1" No. 2 Common Plain White Oak.
3 cars 1¼" No. 1 Common Plain White Oak.
1 car 1½" No. 1 Common Plain White Oak.
1 car 1½" No. 2 Common Plain White Oak.

Buskirk-Rutledge Lumber Co.

INC.

LEXINGTON, KY.

BAND MILLS: Quicksand, Ky., Straight Creek, Ky.

Peytona Lumber Company
Huntington West Va.

—MANUFACTURERS—

PLAIN SAWN
RED AND WHITE OAK
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

BAND MILLS:
Huntington, W. Va. Accoville, W. Va.

OAK BILL STOCK

This Mill

is devoted very largely to the manufacture of

Oak Bill Material

In fact, we have studied this line of manufacture so thoroughly that we feel confident we can tell you anything you want to know about it.

WE KNOW WE CAN FILL ANY ORDER YOU WILL SEND US

THE LEWIS DOSTER LUMBER CO.
BLUEFIELD, W. VA.
Manufacturers and Wholesalers West Virginia Hardwoods
Band and Circular mills at Waiteville, W. Va. Daily capacity 60,000'.

from Tuesday to Saturday. The meetings will be held at 1 o'clock on Saturday afternoon at the Commercial Club rooms.

T. E. Washington and Charles M. Morford of the Nashville Lumbermen's Club went to Louisville to attend a hearing of an important rate case before an examiner of the commission, in which the local shippers are interested.

BRISTOL

It was announced this week that the H. P. Wyman Lumber Company of this city will at once begin the construction of a logging road in Lee county, Virginia, preparatory to installing a mill in the early spring. The company has purchased a tract containing over 10,000,000 feet of hardwood stumpage. H. P. Wyman of the Bristol Door and Lumber Company is president of the company. The new mill will be located at Johnsons Mill, Va.

L. G. Gasteiger of the Pittsburgh Lumber Company returned this week from a visit to the company's home offices in Pittsburgh and reports that while the hardwood business is still dull there, the prospects are much more encouraging. The Pittsburgh Lumber Company's band mill at Hampton, Carter county, Tenn., which has a daily capacity of 40,000 feet, will resume operations this month. The company has a ten year cut. Its mill has been idle only a few weeks.

The Pine Lumber Company has begun the work of rebuilding its plant at Statesville, N. C., which was destroyed by fire recently.

The Standard Oak Veneer Company, one of the largest manufacturers of parquet flooring in this section, is now working about half of its regular force. It expects to run its mill at Johnson City to its full capacity within the next few weeks.

While the majority of the mills in this section have been idle during the winter, a number of the largest have run steadily. It is expected that a large number of mills will resume about March 1. Several new mills will be ready to go into operation in March or April.

The R. C. Duff Lumber Company has resumed operations at Duffield, Va., and is running its band mill full time.

LOUISVILLE

Earl S. Gwin, president of the American National bank of Louisville, was the guest of the Louisville Hardwood Club at a recent meeting. Mr. Gwin, who is a comparative newcomer in Louisville, was anxious to become acquainted with the lumbermen, and was introduced to the club by Col. C. R. Mengel, president of the C. C. Mengel & Bro. Company. R. L. Callahan, a director of the bank and a well-known grain dealer, was also present at the dinner. Both of the visitors outlined their views on the financial and business situation, and took a rather optimistic attitude as to the future.

Louisville log buyers are very much pleased with the efforts of the Southern Loggers' Association to establish uniform rules for log grading, and believe that if such a plan were put into general effect, it would help the situation materially.

Heavy rainfalls recently caused the Ohio river to rise so rapidly that fears of a flood were entertained for a time. These proved to be groundless, however, largely on account of the fact that the chief rises were below. Several lumber concerns and other manufacturers on the "Point," the most exposed part of Louisville, had met the situation some time ago by filling in their yards, so that it would have taken a record-breaking flood to have damaged them much.

An interesting situation exists in the mahogany field just now. Owing to the high price of ocean freights and insurance, the cost of bringing in logs from either Mexico or Africa would be extremely large, but as a matter of fact tonnage is hardly available, and the supply of logs is very small. Owing to poor prices realized on the Liverpool markets, African loggers have discontinued operations, and it will be a long time before any more logs come out to the coast. Those now on the market are said to be small and rather inferior in grade. With the available supply at a minimum, and the expense and difficulty of getting any more logs into the country great, manufacturers with stocks of logs and lumber on hand have taken a very bullish attitude, and prices have been rising steadily. For a while prices slumped, when it was thought that the supply would be more than equal to the demand, but sentiment has been exactly reversed, and predictions of high prices and low stocks for the next year or two are now being heard.

The Kentucky court of appeals has outlined the points which must be taken into consideration by the legislature in drafting a workmen's compensation law, in order to have it held valid by the courts. The acceptance of the measure by the employe must be by some affirmative act, and not merely by silence, it was declared. Also, it is illegal to have his compensation, in the event of death, paid into the state fund, even if he leaves no dependents. The court held that provision must be made for appeal from the decisions of the workmen's compensation board. The ability of the legislature to restrict or eliminate the common law defenses of the employer was sustained. The way is now apparently opened for the enactment of a new law at the session of the legislature in 1916.

An interesting case involving the determination of hardwood flooring values was decided recently by the Kentucky court of appeals, the suit being that of R. M. Cunningham of Louisville, against Caldwell & Drake,

general contractors. Mr. Cunningham sold a lot of flooring to the contractors for an office building. They objected to the price which he invoiced the stock at, claiming that it was priced to them lower. The court held that acceptance and use of the material, in view of the charges made in the invoice, implied approval of them, and decided in favor of Mr. Cunningham.

J. E. Barton, state forester, has issued his report covering forest fires during 1914. There were 132 fires during the year, and the value of the work which the department has done is indicated by the fact that most of them were discovered and headed off before they had been able to do much damage. The fires burned over 50,921 acres of timber, destroyed 6,909,000 feet, board measure, with a loss of $26,669, and also destroyed $11,655 worth of young timber. Mr. Barton showed that co-operation is needed to prevent fires. Railroads caused twelve fires, sawmills four, brush burning twenty-three and campers and hunters twenty-six.

H. Green Garrett of the Brodhead-Garrett Lumber Company of Winchester, Ky., is a candidate for re-election to the state railroad commission, of which he is now a member. The company with which he is connected is planning a new development on Indian creek, in eastern Kentucky, and will probably build a railroad into the property.

ST. LOUIS

The building permits issued for January indicated an increase of about 25 per cent over the building operations for January last year. Last month 353 permits were issued for buildings and alterations, the estimated cost of which was $1,094,673. In January last year, 578 permits were issued for buildings to cost $854,122. The permit for the Missouri Athletic Association building, issued in January, which will cost $500,000, represents nearly one-half of the total of the building business for the month.

According to the statement of receipts and shipments of lumber at St. Louis for the month of January as reported by the Merchants' Exchange, there were 15,235 cars of lumber received, as against 14,480 cars during January last year, a gain of 755 cars this January. Shipments of lumber were 8,771 cars as compared with 10,377 cars last January, a loss of 1,606 cars in January, 1915.

Speaking of the recent decision handed down by the Interstate Commerce Commission last week, sustaining the advance in hardwood rates, Thomas E. Powe of the Powe Lumber Company says that the rate discrimination between local rates in the Southwest and through rates for Chicago, as an illustration, is so great that he may have to discontinue to operate his assembling yard at Hugo, Okla. The decision takes practically a dollar a thousand off the value of all oak in this yard.

J. A. Hemphill, who left the Gideon-Anderson Lumber and Manufacturing Company, on January 1 to enter into business for himself under the name of the Hemphill Lumber Company, with offices in the Railway Exchange building, in addition to operating his own business and selling the cut from other mills, is the sales manager of the Lasswell Lumber Company. This concern succeeded to the manufacturing department of the Campbell Lumber Company, at Kennett, Mo., and was recently split into three separate concerns, the Allen Stave Company, the Lasswell Lumber Company, and retail yards at Campbell, Kennett and Saneth, Mo.

WISCONSIN

The Kaukauna Lumber & Manufacturing Company of Kaukauna has placed its sawmill in operation and is now running the plant full blast.

The Hatton Lumber Company of New London is receiving about twelve cars of logs daily and its sawmill is now working overtime.

The sawmill property of Frank Falconer at Prentice, including sawmill, planing mill, lumber sheds and four acres of land, has been purchased by P. H. Hammer, president of the Red Birch Lumber Company at Catawba.

The N. S. Washburn Lumber Company of Sturgeon Bay has closed its sawmill after a successful season. The plant will be overhauled and placed in operation within a month or two.

The Wisconsin Seating Company of New London, owned by F. A. Dennett, has broken ground for two more additions to its plant, one to be 40x80 feet in dimensions and the other 40x40. Both will be three stories high. New equipment will be installed throughout. The company expects to be employing 350 men by May 1. New boilers have been installed in the heating plant. The concern will have an extensive exhibit, comprising the various types of chairs turned out, at the Panama-Pacific exposition. Charles E. Carqueville of Chicago has been made assistant in the general sales manager's office of the concern.

Robert P. Kraus, wholesale lumberman of Marshfield, has formed a partnership with Harry J. Stone of Minneapolis, and the business is now being conducted under the name of Kraus & Stone.

The Rice Lake Lumber Company and Lee Brothers of Rice Lake have resumed operations at their sawmills. Both concerns have large log supplies on hand.

The Northern Couch Company of Port Washington, Wis., has been incorporated with a capital stock of $25,000 by J. M. Bostwick, J. E. Dennett and Edward J. Barrett.

The Jacob Mortenson Lumber Company of Wausau has resumed operations at its sawmill, which is now running on day and night shifts. The company has a large supply of logs on hand.

The Rockwell Manufacturing Company of Milwaukee, turning out sash,

Dimension Stock
GARDNER WOOD COMPANY FLATIRON BLDG. NEW YORK, N. Y.

MEMPHIS

TIMBER ESTIMATES
REPORTS INCLUDED
TOPOGRAPHICAL MAP, DETAIL ESTIMATES & WRITTEN REPORT
GARDNER & HOWE
ENGINEERS
Clarence W. Griffith Department Manager. Porter Building. Memphis, Tenn.

DUGAN LUMBER CO.
Manufacturers and Shippers Hardwood Lumber
MEMPHIS TENNESSEE

SPECIAL PRICE
FOR QUICK SALE:

No. 1 Com. Hickory:
8 cars 1½" to 4"
No. 1 Com. Poplar:
15 cars 5/8" to 4"
No. 1 Plain Oak:
20 cars 1" to 4"
No. 2 Plain Oak:
5 cars 1"
No. 1 Common Ash:
3 cars 2"
1 car 2½"

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MANUFACTURERS AND WHOLESALERS
HARDWOOD LUMBER
Yards and Office:
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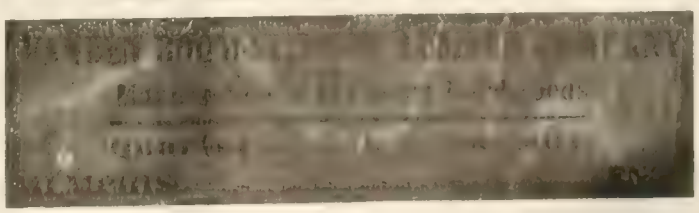

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MILLER LUMBER CO.
MARIANNA, ARK.

We have on our yards, in good shipping condition, five million feet assorted Hardwoods, consisting of Red and Sap Gum, Quartered and Plain Oak, Ash, Cypress, Cottonwood, etc.

Send us your inquiries

"ANDREWS" Dried Lumber is Better Lumber

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Products Represent Perfection, Reliability, Results

"Andrews" Moist Air Lumber Driers | Condensing —OR— Ventilated

Perfect Transfer Cars

Perfect Dry Kiln Trucks

Canvas Dry Kiln Doors
DOUBLE AND SINGLE

Write for Information

DRIER DEPARTMENT

The A. H. Andrews Co.
115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

doors and blinds, has completed plans for the remodeling of its powerhouse and will install considerable new power equipment, including boilers, motors and generators.

The Kenfield-Lamoreaux Company of Washburn has placed its sawmill on a day and night shift and will continue on the double shift all winter. The company's box and crating plant is in busy operation.

The J. S. Stearns Lumber Company of Odanah has filed a complaint with the Interstate Commerce Commission against the Chicago & Northwestern railroad, charging that rates on lumber from Odanah to various stations on the defendant's line are excessive. Reparation of $2,433 is asked.

The Shawano Hub Manufacturing Company has been incorporated at Shawano with a capital stock of $40,000 by W. C. Landon and T. S. Davis, well-known lumber manufacturers of Wausau, and George T. Harding of Merrill. Mr. Harding, formerly with the Kaul hub concern at Merrill, will manage the new concern.

At the annual meeting of the stockholders of the Merrill Veneer Company of Merrill, the following officers were elected: President, Louis Leidiger; vice-president, F. W. Kubasta; secretary and treasurer, W. A. Runge. The company has placed its plant in operation.

The Paine Lumber Company of Oshkosh has shipped an extensive and attractive exhibit of its goods to be placed on display at the Panama-Pacific exposition at San Francisco. The center of the display will comprise a replica of the double door entrance of the Canadian parliament building, hand carved and of mahogany. Around this center will be grouped a full representation of the styles of doors and other goods manufactured by the Oshkosh concern.

ARKANSAS

The Arkansas Oak Flooring Company of Pine Bluff, which was incorporated under the laws of the state in January with a capital stock of $50,000, has purchased a building site, consisting of five acres, just west of the city limits at Pine Bluff. Work on the construction of the new plant has been begun and will be rushed through to completion. It is expected that the plant will be ready for operations by April 10. It will have a daily capacity of 30,000 feet and will employ sixty men. The principal stockholders in the new corporation are George and L. M. Anson of Wisconsin, James W. Reynolds and H. W. Coles of Pine Bluff.

The Golden Stave Company of Cottner, Ark., on January 26 filed articles of incorporation with the secretary of state, placing the capital stock at $10,000, of which $7,000 has been paid up. Ray R. Ramey, E. Billingsley, R. F. Wood and J. W. Williamson are the principal stockholders.

The big hardwood mill at Pine Bluff, owned and operated by J. F. McIntyre & Sons, which has been closed down since September of last year, resumed operations on January 22 and is now employing about 150 men.

The Southwestern Veneer Company's plant at Cotton Plant, Ark., which is one of the largest of its kind in the state, began operations anew in January, after having been closed since the outbreak of the European war.

The Pine Bluff Spoke Company has just received an order to get out 50,000 spokes to be used on the field gun carriages of the English and French armies.

The Mays Manufacturing Company of Leslie, Ark., has recently been awarded a contract by the Fort Smith Wagon Company to manufacture 4,000 wagon wheel hubs which will be used by the French government.

DETROIT

Edwin L. Thompson, president of the Detroit Lumber Company, one of the largest retail lumber companies in the Middle West, died suddenly on January 30, at the age of seventy years. He was born in Vermont and came to Michigan in 1886. At that date he began work in a lumber camp at Lapeer and he shortly afterward organized the firm of Thompson, Rich & Co. In 1875 he formed the firm of Piper & Thompson and five years later organized the firm Delta Lumber Company. In 1862 he became president of the Brunswick Lumber Company of Brunswick, Ga., which office he held until 1886. He first came to Detroit in 1881 and in 1883 organized the Thompson Lumber Company. Sixteen years later he formed the Detroit Lumber Company of which he was the active head until his death. As a mark of esteem all lumber companies in Detroit suspended operations the afternoon of his funeral.

The wood and manufactured products thereof exported from the port of Detroit in the fiscal year of 1914 had a total value of $3,779,172. While the general total was somewhat lower than in 1913, wagons shipped last year set a record, their value amounting to $375,302 in the month of October alone. The total is included in the grand total of all vehicles, automobiles, carriages, etc., which was $7,196,666.

The Zeeland Furniture Company of Zeeland has closed a successful year, having paid a dividend of twelve per cent, the banner dividend in the history of the company. Officers have been re-elected as follows: President, G. Van Tongren; vice-president, R. DeBruyn; secretary and treasurer, C. Van Loo; directors, the officers and E. Glerum, R. Kampen and G. Keppel; manager, Benjamin Van Loo.

The Superior Seating Company of Muskegon will manufacture 1,100 desks a day in February and 1,200 a day in March, according to the

schedule its plant is now operating on. The company reports heavy orders booked.

There is yet evidence of lumbering at Hastings. A fair number of logs is being delivered to the T. B. Tripp factory and the Hallfax sawmill north of Hastings is manufacturing a considerable quantity of lumber, most of which will be delivered to the furniture factories at Grand Rapids.

An addition which will materially increase the capacity of the Falcon Manufacturing Company's plant at Big Rapids is almost completed. The company lately added the manufacture of kitchen cabinets to its line, which necessitated additional space.

Oliver Lacombe & Son of Negaunee are conducting logging operations near Magnum. They have contracted to log sixty acres of land within three years but operations this year, if they continue the rest of the season the way they have been started, will leave little to do next season. Mining companies and railroads of the upper peninsula are buying most of the cut.

The Michigan Washing Machine Company of Muskegon Heights reports more than $225,000 worth of business already booked. The company's plant will have to turn out 140 washing machines per day for six months to clear the orders away. A $15,000 power equipment installed last summer enables the company to make a larger output.

The plant of the Manistee Manufacturing Company is now being operated full time. It had been running five days a week and eight hours' a day. The company booked considerable business during the furniture expositions.

Otis A. Felger of Grand Rapids, president of the Felger-Robbins Lumber Company which operates a mill at Havana, Cuba, has directed his company to buy 1,000,000 feet of Cuban mahogany logs which will be manufactured at Havana.

The Williams Brothers Company of Cadillac recently made another shipment of last blocks to England. The company formerly shipped considerable to Germany but since the beginning of the war has made no shipments to that country.

The Langeland Manufacturing Company of Muskegon is now operating its plant in that city full force. It recently bought 1,000,000 feet of hardwood and hemlock at Manistique and Hiawatha, Mich., which is being delivered at the rate of five cars a week.

Wells, Higman & Co., manufacturers of baskets, operating factories at St. Joseph and Traverse City, Mich., have protested against the proposed uniform basket act on the ground that, if it becomes a law, it will render much of their valuable machinery useless.

The Embury-Martin Lumber Company's mill at Cheboygan has resumed day operations and a night crew will be added shortly. The company will manufacture considerable hardwood lumber from logs cut at Munro, Mich. Teams are delivering about 50,000 feet per day and the supply at Munro will last until navigation opens when logs cut in the upper peninsula will be delivered at Cheboygan by water.

The Illinois Manufacturing Company has been incorporated at Detroit to manufacture boxes, cases and other woodwork. Isaac Bloom is the principal stockholder.

D. N. McLeod of Garnet will begin operations in his mill at that place about February 15. Between 6,000,000 and 7,000,000 feet of lumber will be manufactured this season. He has a large force of men at work in the woods and when the mill is started a total of 200 men will be employed.

The Copper Country Commercial Club, an upper peninsula organization, reports negotiations with a lower Michigan maple flooring manufacturer relative to the location of a flooring plant in the upper peninsula, near one of the large stands of hardwood.

The Hardwood Market

CHICAGO

The hoped for improvement in business has not yet shown up in any more concrete form than a possible increase in the number of inquiries coming from the factory trade and the railroads. Business all over the country is still pretty quiet and nothing of special encouragement has been seen indicating an advance in prices. Inactivity in the various building woods is at least partially explained by the bad weather conditions which have continued to hold up practically all the building operations in which lumber is an important article as raw material.

The local trade, however, is still looking forward to a considerably increased demand as the spring months approach, and realizes the fact that there has been hardly time for sufficient readjustment and settling down of conditions to justify very much in the way of increased business. Quite a few new firms have been started in the local trade within the past few weeks, which would indicate not only that the incorporators of those firms had sufficient confidence in the situation to secure sufficient backing but that the backers themselves must have felt that a favorable change was imminent, otherwise they probably would not have been willing to make these various investments.

Factory and yard trade are all buying lumber although probably not

RED GUM
(Leading Manufacturers)

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn
Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
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BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Our Corps of Inspectors
Intelligent! Highly Trained! Conscientious!
is assurance that you will get what your order calls for when you buy Gum from us
Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

WISCONSIN

3 Cars 1″ No. 3 Soft Elm

5 Cars 1½″ No. 3 Soft Elm

2 Cars 1″ 1s and 2s Birch

3 Cars 2″ 1s and 2s Hard Maple

10 Cars 5/4″ No. 2 Common and Better Birch

Gill-Dawley Lumber Co.
Wausau, Wis.

BAND SAWED WISCONSIN HARDWOODS
Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4	No. 3 common	70M 4/4	No. 1 com. & bet. plain
30M 1x4	No. 2 and 3 common	100M 4/4	No. 1 com. & bet. red
15M 5/4	No. 1 com. and better	5M 5/4	1st and 2nd red
25M 5/4	No. 1 common	10M 5/4	No. 1 common red
10M 5/4	No. 2 common	6M 5/4	No. 1 common plain
20M 5/4	No. 3 common	3M 6/4	1st and 2nd plain
13M 6/4	1st and 2nd	13M 6/4	1st and 2nd red
15M 6/4	No. 1 common	4M 8/4	1st and 2nd plain
15M 6/4	No. 3 common	6M 8/4	1st and 2nd red

WHITE OAK		ROCK ELM	
10M 8/4	No. 1 and No. 2 com.	50M 8/4	No. 2 com. and better

HARD MAPLE
40M 8/4 No. 2 common and better

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

so much as had been expected and hoped for. There is nothing that would prove that the numerous inquiries coming in are not bona fide and if they turn out to be, the situation will show a much better tone within the next six weeks.

NEW YORK

The demand for hardwood lumber in this market is subject to great and frequent changes—some wholesalers reporting better volume and others only a small amount of orders. That some improvement is in sight is indicated in the better inquiry which is reported generally. The entire list is sharing in this, and low stocks on hand bespeak a somewhat quickened activity in hardwoods generally. Prices are still subject to cutting and evidently buyers are finding it easy to get supplies at prices which do not represent the value. This feature has been evident since last summer's depression and it was hoped that by now the market would be free of this kind of competition. The larger wholesalers are holding for better prices and getting them in some cases. The feeling is general that New York will see real busy times in the spring season.

BUFFALO

The hardwood trade has shown scarcely any improvement during the past two weeks and sales are running very light. The weather has no doubt had something to do with the quiet conditions, as the building business has been interfered with by the snow and cold. Yet there is the same tendency as for some time to hold off purchases because of a lack of industrial activity and there seems to be little prospect of any great improvement in the near future. Yards are getting in a little stock occasionally, but it is going out too slowly to make much buying necessary.

Though business is so slow at present, there is optimism as to the outlook for the spring. The banks have begun to lend money on a somewhat larger scale and the prospect is that building business, after the dull season of the past month or two, will again show a fair amount of activity. Factory buying is likely to revive also, as the stocks now on hand are small and a good deal of replenishment will be necessary.

Plain oak and maple are selling the most frequently at present, though orders are also being received for a number of other woods, including chestnut, ash and cypress.

PHILADELPHIA

It cannot be said that a strenuous activity has developed in the hardwood market during the last fortnight, but an initiative betterment in trading is noticeable, with prices firm. The actual result of the furniture exhibition has yet to be demonstrated, but, although the opinions as to outlook vary, there are indications of improved conditions in certain lines of manufacture. Optimism still obtains in the general trade and is augmented by the great advance in many lines in the export market, an improvement which will naturally conduce to the lumber trade extension in the near future. Building work for January shows a decrease of $350,545, from the figures of the previous month, evidently due more or less to a stricture in bank loans. Plans, however, are being laid and the spring is expected to see a material advance in this line. The buying of material for repair work, etc., continues right along by the railroad companies, and although extremely close-mouthed as to future intentions, a nearby materialization of increased expenditures is anticipated. On the whole the situation is encouraging.

BOSTON

Conditions in this market remain practically unchanged. The practice of piecing out stocks by mixed cars and stored or transit stock still prevails, with the call principally for the best grades. Local prospects, however, are encouraging. While the basis for the favorable predictions applies primarily to building lumber, the nature of the buildings and the furnishing of them necessarily means the use of a great amount of various hardwoods. There will be commenced shortly fifteen buildings for Boston college, three municipal buildings for the city of Boston, one hotel to cost $200,000, a residence of $50,000, one 9-apartment house, one 6 apartment, and numerous others. In fact, the prospective work outlined is greater in amount than at any other corresponding season for many years. Although certain items are still weak and perhaps decreasing in value, there is no question that the great majority of hardwoods are in a position where even a moderate extension of the demand will cause advanced prices. There are several added instances of factories curtailing labor, but in general the dealers find more evidences of strength and encouragement in the market than otherwise.

BALTIMORE

As far as the information obtainable here is concerned, the hardwood business has undergone no departure from the conditions that have prevailed since the end of the year and even before that time. No such demand has developed as might have tended to give the trade a decided lift, but at the same time it is to be said that the stocks available are not large, a material curtailment of the production having taken place and still being in effect. Many of the mills are shut down, waiting for the situation to improve sufficiently to afford an outlet for stocks at

remunerative prices. Numerous plants did not resume after the holiday suspension, and as a result offerings of lumber of good quality and in proper shape for shipment are not heavy. The buyers, on the other hand, are feeling their way cautiously, and this tends to neutralize the effect of the reduced output, with the result that conditions are practically unchanged. In consequence of the indifferent inquiry the range of prices is far lower than could be desired, a wide variation in the quotations also prevails, so that the sellers are frequently at a loss to know just what prices to name. A fairly definite basis of values seems to be wanting, and in the absence of such a guide the figures furnished are frequently far apart. Assortment in yards are very much broken, and salesmen quick to see deficiencies are in a position to point out conditions which may not always receive proper attention from the yardmen. In this way sales are perhaps often made when, without such reminders, the buyer would feel that he has no needs to meet. The unsettlement in prices applies to the whole list and grows out of the peculiar conditions that prevail and that leave the retailers and consumers in a state of uncertainty as to what their requirements will be. The furniture expositions have closed, but manufacturers have not obtained so clear a view of the future as they ought to have to place orders with any sort of freedom. Hence it is not easy to get orders, though business continues to come in when least expected, and effort on the part of salesmen is productive of better results now than was the case not long ago. Orders to meet probable future needs are wanting, and confidence has not yet reached a point where commitments are entered into with any freedom, though a considerably better feeling prevails.

The foreign situation is receiving close attention. With ocean freight rates up to prohibitive figures where the steamship companies have not decreed a complete embargo, the outlook is by no means encouraging, and with the outcome of the war still much of a question and the end not in sight, further disturbances must be looked for. It should be said, however, that the needs of the British government appear to have become pressing, and the requirements there as well as in France and in the neutral countries are almost certain to stimulate the movement. Prices may be expected to advance, and the shippers with unsold stocks on the other side stand an excellent chance to realize liberal good returns.

COLUMBUS

The hardwood trade in Columbus and central Ohio has been fairly active during the past fortnight. More steadiness is shown and on the whole there is a better tone to the market. Future prospects appear to be improving and since there is a bright outlook for building operations in the spring, it is expected the lumber trade will be more active. Buying is pretty evenly divided between factories and yardmen. Dealers' stocks are still rather light and there is a disposition to increase them to a limited extent. Buying is well distributed over the list of grades and varieties, and shipments are coming out fairly promptly. One of the best features is the fact that dry stocks in the hands of mill owners are not large and lower prices are believed to be out of the question.

Manufacturers making vehicles and implements are laying in stocks. Furniture factories have not been buying to any extent but they are expected to be in the market in the near future. A better feeling is shown in industrial circles and this is being reflected in the hardwood business.

Prices have been fairly well maintained at the levels which have prevailed since the holidays. Some cutting of prices is reported where stocks have accumulated but this is not sufficient to demoralize the market in the least. There is no tendency to reduce prices further. Collections are bad all along the line and this is one of the worst features.

Quartered and plain oak are in fairly good demand and prices are firm. Chestnut is steady, there being an exceptionally good demand for sound wormy. Poplar is moving better although some slowness in demand. Ash and basswood are holding their own and the volume of business is about up to the usual amount. Other hardwoods are unchanged.

CINCINNATI

Market conditions are still improving slightly and within another month or so dealers expect to find orders coming in in a satisfactory manner. The furniture trade, which has been more backward than any of the lumber consuming industries, is showing signs of improvement and much hope is held out to the lumber trade on this account. This source of consumption is badly needed to take care of the medium grades of hardwoods, and when this class of stock begins moving the situation will be much improved. The implement trade is doing very well and taking in a fair quantity of the specialties that the trade requires. This is true of the wagon trade also. There is much improvement in the planing mill industry. Prospects for a good building season all over this section are good. Inquiries covering most all items on the hardwood list are numerous, but it is either the upper grades or the low grades that are moving.

Plain and quartered oak are moving fairly well. Poplar is slow but said to be improving slightly. Demand for chestnut seems to be a little better. Red and sap gum are in light request, the latter being in better call than the former. Ash is in excellent request and maple sells well and is improving nicely. Dealers do not look for better prices until the general demand they expect in the next sixty days arrives.

VENEER

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

Louisville Kentucky

SINGLE PLY ROTARY CUT

Thin Lumber and Veneers, Poplar, Gum, Oak, Yellow Pine and Cypress

The best that choice logs, 1914 Equipment, and long experience can produce.

WRITE FOR OUR LIST OF RANDOM AND OFF SIZES AT ATTRACTIVE PRICES

Old Dominion Veneer Company
NORTH EMPORIA, VIRGINIA

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

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Memphis Box 1015 Tennessee

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington Street
CHICAGO

RED GUM

AMERICA'S FINEST CABINET WOOD

Consider its good qualities.

It has strength.

Can be brought to a very smooth surface and consequently will take high polish in finishing.

Will not split easily.

Runs strong to wide widths and long lengths.

Is not easily marred or dented.

It can be supplied flat and straight—free of warp and twist.

Has beauty, color, life and character.

Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.

We are the largest producers of Gum in the world.

Have a large and well assorted stock on hand at all times.

Can manufacture special thicknesses on short notice.

We guarantee
QUICK SHIPMENTS
GOOD GRADES
DRY STOCK
GOOD WIDTHS
GOOD LENGTHS
SATISFACTION

Band mills at
HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Write, phone or wire for prices

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington St.
CHICAGO

TOLEDO

The hardwood outlook in this vicinity for the spring trade, according to local dealers, is good. There is little movement of lumber just at present, as dealers are pretty well stocked up and the extremely bad weather has made building an impossible project. Prices have held up fairly well in hardwood lines, however, and factory consumption is practically normal. There are many building projects on in this city to be begun as soon as weather conditions make it possible. There will be several large grade school buildings erected this summer, all of which will use heavily of hardwoods, and an effort is being made by the Glenwood Parents' Club, an incorporated organization of 500 members, to force a manual training department in the grade schools of the city. As this would mean refurnishing of some of the buildings, hardwood interests are involved. There are many other important building projects in view for the summer.

INDIANAPOLIS

While the hardwood trade has brightened up a little during the past two weeks, the improvement has not been important. It is thought that business will come slowly and that it will be several months before normal conditions return.

Buying is mostly of the hand-to-mouth sort just now. No one seems to want to stock up to any extent. Prices are easy and it probably will take a slight advance to bring the buyers out. Few manufacturers are making concessions in order to force business.

The business depression is not disappearing so rapidly as it was thought a few weeks ago that it would. Manufacturers of all sorts are proceeding on a conservative scale and will increase their forces only as actual business develops.

MEMPHIS

The hardwood market here is slowly recovering from the depression which has been felt more or less since the war in Europe broke out. Inquiries are gradually increasing and the amount of lumber actually shipped is also gaining. One member of the trade said recently that he had sold nearly a million feet of oak and cypress within the past fortnight and another well-known firm said that its sales for January were much larger than the combined total for both November and December. Others testify to increase in their sales, and it is quite apparent that the market is looking up somewhat. Advances have been reported in some instances in high-grade plain and quartered oak, which is rather scarce and which is in reasonably active demand. The higher quotations are from $1 to $3 over what were asked a short time ago. There is a good business in the lower grades of cottonwood and gum. Offerings are quite small and the box factories are still sufficiently actively engaged to absorb virtually all of what is to be had. Prices are quite firm and some members of the trade are predicting an advance in these items on account of the restricted output. There is not much to be said in favor of the higher grades of either cottonwood or gum. Sap gum sells fairly well but prices are regarded as low. There is not much doing in red gum and the uncertainty about the rate situation as affecting this lumber is proving quite a serious handicap to both manufacturers and distributors thereof. There is not much ash offered for sale in this section, while the demand is fairly active. Cypress is in good request and the volume of business in this is steadily increasing. Prices are also firmer. The preference is for stock thicker than one inch. All grades from shops up are wanted.

Export business is comparatively quiet although a little lumber is being sent from Memphis to Great Britain and some of the neutral countries in Europe. Most members of the trade are inclined to take a more hopeful view of the situation, particularly as manufacturers of furniture and vehicles of every kind are showing decidedly increased interest. Much disappointment, however, is felt over the failure of the railroads to increase their purchases of timber and lumber. They claimed that they wanted higher rates on almost every commodity in order that they might greatly increase their purchasing power but, so far, the amount of buying they have done has not been sufficiently important to justify predictions of greater activity on their part.

NASHVILLE

The trend of hardwood trade in this market has been decidedly favorable the past two weeks. The weather has been unfavorable for good business if conditions were normal, but inquiries are coming freely, showing that buyers are interested in the market, and a liberal number of small orders are being placed. Oak, poplar, chestnut, ash and other hardwoods are moving. The local trade is very cheerful as to the outlook, and believes that trade will continue to show material improvement with the coming of spring.

BRISTOL

Business in this section is reported slightly better but the process of improvement is slow. However, it is believed that trade will show steady improvement during the remainder of the winter and until spring, when pronounced improvement is expected. The lumbermen of Bristol

The Largest Hardwood Sawmill in the World Is Again In Operation

During our few months' shut down we have maintained our usual prompt and efficient service on shipments of

Oak, Gum, Elm & Ash

from the 20,000,000 feet of stock we had in yard at time we stopped sawing.

Our stock is now rapidly assuming normal proportions and we shall welcome inquiries for immediate shipment.

Lamb-Fish Lumber Company

Charleston, Miss.

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.

The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.

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All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Avenue Building, NEW YORK

Buying Time Is Here

Timber and sawmill properties are now offered on exceptionally favorable terms. The market today is rich in possibilities for the operator or the investor, which the far seeing will not overlook.

Timber Should Be Cruised Now

That tract of hardwood timber in which you are or may become interested should be cruised before the spring foliage comes on. In the North and South timber can be estimated in less time and probably with greater accuracy now than later.

Our efficient organization can serve you wherever the timber you wish to buy may be located.

James D. Lacey & Co.

Timber Land Factors

CHICAGO, ILL.....1750 McCormick Building
PORTLAND, ORE.....1313 Northwestern Bank Bldg.
SEATTLE, WASH.....1009 White Building

and this section are extremely optimistic as to the prospects for spring and summer business but an increased demand for stocks is showing up very slowly at this time. Yard stocks are very low, in fact lower than they have been for a long while, which is regarded as a hopeful sign.

LOUISVILLE

Much better conditions are believed to be developing, and the hardwood market is acquiring gradually a stronger tone. The demand is opening up, and while the increase in volume is not large, it has been sufficient to encourage many members of the trade, especially as the tendency on the part of consumers has been to place orders or contracts for large quantities of stock. This indicates also that buyers realize the strength of the market, in view of the fact that logs are scarce, sawmill operations not having brought out many additional ones, with the result that even if an effort were made to increase operations, assuming that brisker business made this desirable, it would be impossible to log the mills and market the lumber which they produced inside of six or eight months. For this reason the lumber now on sticks is bound to increase in value, and prices can hardly remain steady. In fact, scarcity of thick stock of many kinds has already developed, and some lumber is practically off the market on this account. Of course, there is still a big supply of certain staples, like plain oak and gum, but even these are improving, plain white oak having advanced, and the demand having shown a gain of late. Taken altogether, the hardwood men feel more optimistic, and are inclined to believe that normal business is just around the corner.

ST. LOUIS

The hardwood situation seems to be improving, although the disagreeable weather of the past few days is restricting the demand and also is preventing the hauling of lumber to and from the cars. There is a strengthening on all items. A little more buying of car stock is being done by the railroads. Other lines, such as box, wagon and implement material, are increasing their requests. Prices of gum are going up. Oak is showing considerable more strength. Quite a steady business in cypress in small orders is being done but weather conditions are unfavorable for much development. Many large consumers have been placing orders recently but not in the volume that is usual at this time of the year.

LITTLE ROCK

When compared with conditions prevailing during the past several months the activities in the lumber trade in Arkansas since the beginning of the new year indicate growing optimism and greater hopes for the future. While little improvement in prices has come, there are many indications that the lumbermen are expecting more business in the near future, though no one of course expects the change to come with a rush. The general belief seems to be that conditions will gradually improve until they have reached a fairly good status.

MILWAUKEE

The indications are that there will be plenty of building activity in Milwaukee during the coming spring, and this leads lumbermen to believe that business during the next few months ought to be very satisfatcory. The amount of new building launched in this city during the month of January showed a decided falling off. There were 75 permits issued for structures to cost $203,649, as compared with 136 permits and an investment of $471,858 during the corresponding month in 1914. A great deal of important building was carried over from last fall because of the business depression, and it is predicted that the building record of 1915 will attain a new high mark as a result.

Local wholesale lumbermen say that the hardwood trade is showing gradual improvement. One of the most favorable developments during the past fortnight is the improved demand from the factory trade. Stocks are low at most of these plants, due to the conservative buying which has been followed for several months, and manufacturers are finding it necessary to come into the market a little more freely. The sash and door and general interior finishing concerns are beginning to show more interest in stocks. Demand from the furniture manufacturing concerns seems to be a little better, although more improvement from this source is expected later in the season. Most of the farm implement concerns in Milwaukee and at various points about Wisconsin are looking forward to a busy season. Most of these plants are putting on more men and are increasing their output.

It is confidently expected that a shortage in some lines of hardwood will be experienced by the time the spring trade is well under way. Wholesalers say that the available supply of birch, for example, is exceptionally low at the present time and that it is hard to quote prices or promise deliveries in this line, considering the state of stocks. Maple flooring is in better demand and it is understood that stocks in this line are not particularly large. Prices are naturally holding fairly firm under existing conditions.

The cold weather and heavy snows which have been experienced all over Wisconsin this winter have added plenty of activity to the logging business and all the mills are now receiving heavy shipments. It is said that the logging output will be considerably larger than was anticipated some months ago.

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MANAGER FOR SOUTHERN PLANT

Wanted, for a new up-to-date double band mill cutting high grade timber. None other than a middle-aged, vigorous man of temperate habits, with ripe and successful sawmilling experience, skilled mechanically and capable of caring for every detail from the woods to market will be considered.

One who has seriously studied and sincerely approves the value of modern efficiency in lumbering preferred. State salary expected. Address, "BOX 14," care HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED—EMPLOYMENT

When you want a salesman for New York state territory, write us. We can supply you with a good man. EMPIRE STATE ASSOCIATION of Wholesale Lumber & Sash & Door Salesmen. H. T. Trotter, 428 Powers Bldg., Rochester, N. Y.

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position with reliable manufacturer of hardwoods, or will entertain profit-sharing plan with a good wholesaler. Address, "BOX 15," care HARDWOOD RECORD.

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Wanted—from 10 to 20 million feet in Kentucky, Tennessee or West Virginia.

Address, "BOX 128," care HARDWOOD RECORD.

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10,174 feet 5/4 firsts and seconds. Age, four years on sticks; width average 14½"; lengths 50% 14 and 16'. Quality about 75% firsts or clear stock. Band sawed, well manufactured. Also about 1,500' 4/4 No. 1 common and better also wide stock and thoroughly dry. Write for prices delivered. JOHN HALFPENNY,
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Select northern Indiana white oak.
50,000 ft. FAS 4/4 quarter-sawed.
50,000 ft. No. 1 Com. 4/4 quarter-sawed.
15,000 ft. No. 2 Com. 4/4 quarter-sawed.
50,000 ft. FAS 4/4 plain sawed.
25,000 ft. No. 1 Com. 4/4 plain sawed.
40,000 ft. No. 2 Com. 4/4 plain sawed.
THE VAIL COOPERAGE CO., Fort Wayne, Ind.

LUMBER WANTED

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

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WANTED

20 cars 7x9 Oak switch ties.
10 cars 3" Oak bridge plank.
2 cars 12x12 -14 Oak timbers.
1 car 4x10—16' Oak crossing plank.
For Chicago delivery.
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TIMBER FOR SALE

75,000,000 feet White and Red Oak stumpage in northeastern Texas. Low price and easy terms. For information write,
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WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
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Extra fine Ash logs, F. O. B. cars Memphis. Can load immediately.
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FOR SALE

300 M' Black Walnut 10" and up, 150 M' tough gray Ash 10" and up. Address
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DIMENSION STOCK WANTED

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.
Address "BOX 91," care HARDWOOD RECORD.

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.
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Wanted, 5 carloads 2x2 Hard Maple or Birch, 18" and 36" long, 50% each. Five carloads clear Ash, Birch or Hickory, 1½x2, 42" long. State price and how soon you can furnish.
CHAS. H. WHITE & CO., Phila.

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20,000 pieces $1\frac{3}{16}$"x1¼"x7' long.
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DIMENSION STOCK FOR SALE

WE WILL HAVE FOR DELIVERY

this spring from 60 M to 100 M ft. 1⅝" Beech, Birch and Maple squares in lengths from 60" down.

Also for immediate delivery 10 M ft. 50% each 1x3x48 and 1¼x2x48 clear Hard Maple staves, thoroughly dry and bundled for export.
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OAK, POPLAR, ASH

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MACHINERY FOR SALE

FOR SALE

1 No. 5 Battle Creek Drag Saw.
1 5 ft. Kiln Fan with engine attached.
1 Wood electric light outfit complete.
1 12x20 engine.
1 Deep well pump.
THE VAIL COOPERAGE CO., Ft. Wayne, Ind.

FOR SALE

2 Reliance Steam Boiler works 66"x18'. Return tubular boiler ⅜" shell, ⅝" head. Lap welded, double riveted with full flush front. Entitled to 100 lbs. steam pressure.
WISCONSIN SEATING CO., New London, Wis.

FOR SALE

Having discontinued operating our Sawmill and Factory, we offer the machinery, including belting, etc., for sale cheap. Write for complete list and prices. WISCONSIN TIMBER & LAND CO., Mattoon, Wisconsin.

FOR SALE—SAWMILL OUTFIT

In central Illinois, including circular mill 5 to 10 M capacity, account out of timber. Will take Oak lumber and Railroad ties in part payment. Address "BOX 24," care HARDWOOD RECORD.

SAWMILL AND VENEER MILL

For sale, combined or separate, on easy monthly payments like rent, for which owner will accept lumber. Plant has 72" band mill with all necessary machinery. Veneer department has two veneer saws which can be operated separately. Address "BOX 20," care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES

PARTNER WANTED

Undersigned would like to meet a practical mill man with $10,000 capital, who will handle the mill end, manufacturing flooring, inside trim, dimension stock and various profitable novelties and staple goods.

Advertiser has plant and large tract of valuable timber 130 miles from New York, and a large share of the capital. Brains, energy and ability of a practical man desired rather than any great amount of capital. Thorough inspection courted and given. The opportunity of a life time for the right man. Sell interest in the whole or any part of it. Highest references given and expected. Will give right kind of man chance to acquire the whole. Address "Retired Manufacturer," care HARDWOOD RECORD.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

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We also make Time Checks, Stencils and Log Hammers.

GERLACH

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland **Sixth City**

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.

PRICE LIST

Aluminum Tally Covers, each	$ .50
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form)	
per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

EXPERIENCED LOGGERS USE YELLOW STRAND POWERSTEEL

In every hardwood lumber district in the United States—wherever ropes of extra strength and durability are required—there you will find Yellow Strand Powersteel Wire Rope.

It is made especially to withstand the tremendous strains of logging and heavy hoisting of all kinds.

Every wire is drawn from a special steel having a tensile strength 75 to 100 per cent greater than ordinary crucible steel. This insures great strength, elasticity and long life to the rope.

You need this strong, tough, pliable rope in your business. Why not place the order now?

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YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three **original** tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

Baldwin Loggers

are built for SERVICE, and they will SERVE YOU WELL

The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

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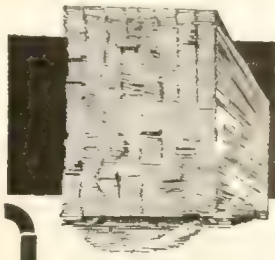
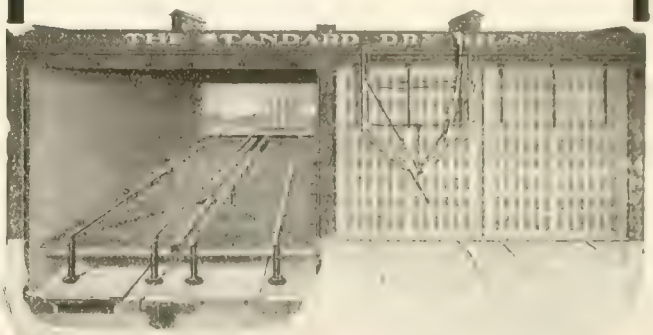


The Right Dry Kiln for *YOUR* Lumber

is The Standard Moist Air Kiln. Because our system permits the *closest possible control* of the drying elements. It's easy to regulate these elements so as to secure the most satisfactory results in drying *fine hardwoods.*

This is **proved** by the testimony of many furniture and hardwood manufacturers who have had years of experience with The Standard Kiln. Their interesting letters are printed in our 64-page **List of Users.** This and our complete catalog will be mailed on request. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



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OVER TWO SPANS

LIDGERWOOD OVERHEAD CABLEWAY SKIDDER

Skids logs over mountain ridges—One continuous operation, from one setting—Saves railroad building

Write for Particulars

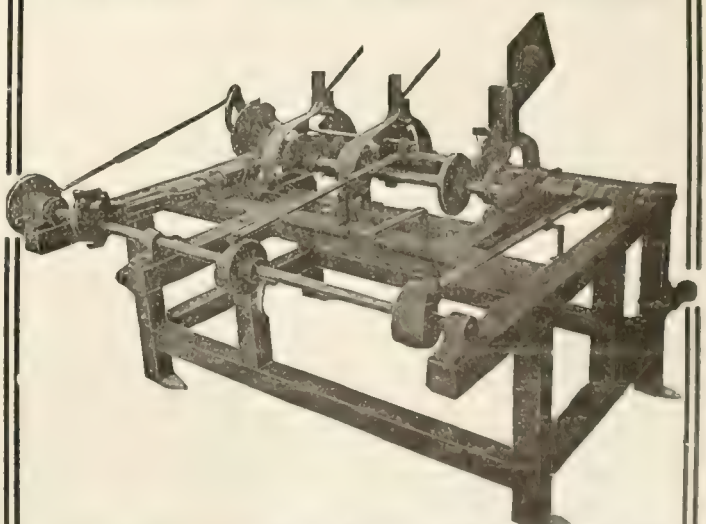
Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK

Woodward, Wight & Co., Ltd., New Orleans.
Lidgerwood Mfg. Co., Seattle, Wash.

Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.

Makers of Handle Makers Tools. CADILLAC, MICHIGAN

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

See That Joint

The lock joint feature of our cores cannot be too carefully considered by quality buyers.

Just as it would be foolish for the jeweler to set an exquisite design with a poor stone, so it would be foolish for us to feature this joint without the same thorough attention to every other feature of quality panel construction.

The test of time will bear this out.

You have to buy panels somewhere; you naturally want the best you can get for the money; we honestly think we have something of unusual merit. If we have, can you afford not to find it out through a small order? You will lose nothing and should gain a great deal.

Wisconsin Seating Co.

Auto Dashes Tops and Panels Chair Backs and Seats
NEW LONDON, WISCONSIN

MAKERS OF TIME PROOF PANELS

WISCONSIN VENEER CO.

Rhinelander, Wisconsin

Birch Ash Elm Basswood

Rotary-Cut Veneer
Built Up Panels

BASSWOOD DRAWER BOTTOMS

Sliced Quartered Oak

Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

OUR
BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE
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Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

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High Grade, Rotary-Cut Gum

VENEERS

Cut right; dried right; prices right

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WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee Wisconsin

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods PHILLIPS, WIS.

A Complete Stock

EVERYTHING IN
NORTHERN HARDWOOD

Send Us Your Inquiries

R. CONNOR CO., Marshfield, Wis.

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AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

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4-4 and thicker, No. 1 Common and Better
also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD CHICAGO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 8/4 No. 2 Com. & Better Maple.
30 M ft. of 12/4 No. 2 Com. & Better Maple.
50 M ft. of 8/4 No. 3 Common Maple.
100 M ft. of 12/4 No. 3 Common Maple.
100 M ft. of 6/4 No. 2 Common & Better Birch.
100 M ft. of 5/4 No. 2 and No. 2 Common & Better Birch.
15 M ft. of 10/4 No. 1 & No. 2 Common Birch.
15 M ft. of 12/4 No. 1 & No. 2 Common Birch.
100 M ft. of 8/4 No. 2 Common & Better Rock Elm.
50 M ft. of 6/4 No. 2 Common & Better Rock Elm.
100 M ft. of 6 ft. No. 3 Maple.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

We want to move the following:
4 cars 8/4 No. 2 Common & Better Soft Maple.
5 cars 4/4 No. 1 Common Basswood.
4 cars 6/4 No. 2 Common Elm.
4 cars 8/4 No. 1 Common Hard Maple.
1 car 10/4 No. 1 and No. 2 Common Hard Maple.
5 cars 5/4 No. 2 Common & Better Beech.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

100M 4/4 End Dried White Maple
10M 5/4 End Dried White Maple
19M 6/4 End Dried White Maple
21M 6/4 No. 1 Common and Better Hard Maple
50M 12/4 No. 1 Common and Better Hard Maple
30M 16/4 No. 1 Common and Better Hard Maple
25M 4/4 White Pine Crating Lumber
18M 4/4 No. 2 Common and Better Soft Maple

FULL THICKNESS BAND SAWN QUICK SHIPMENT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
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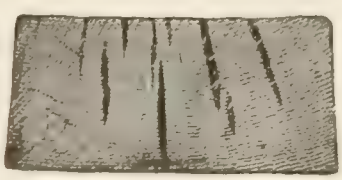
Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published



Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

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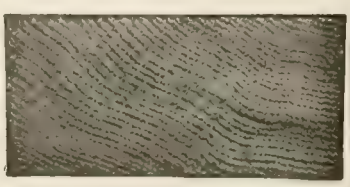

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The Foremost Hardwood Market of the East

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SPECIALTIES:
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HARDWOODS
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OUR SPECIALTY:
QUARTERED WHITE OAK
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BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure.
The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

BOTH NORTHERN and SOUTHERN OAK

HARDWOOD LUMBER and ROTARY VENEERS

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ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

¶ It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

150,000 ft. 4/4 Firsts and Seconds	WHITE OAK
220,000 ft. 4/4 No. 1 Common	WHITE OAK
160,000 ft. 4/4 No. 2 Common	WHITE OAK
45,000 ft. 5/4 Firsts and Seconds	WHITE OAK
85,000 ft. 4/4 Firsts and Seconds	RED OAK
150,000 ft. 4/4 No. 1 Common	RED OAK
100,000 ft. 4/4 No. 2 Common	RED OAK
100,000 ft. 4/4 Sound No. 3	OAK

We also have a circular mill, from which we are offering the following stock:

75,000 ft. 4/4 No. 1 Common Red Oak
125,000 ft. 4/4 No. 2 Common Red Oak
25,000 ft. 4/4 No. 1 Common White Oak
70,000 ft. 4/4 No. 2 Common White Oak

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

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Hardwood Record

Twentieth Year, Semi-Monthly.

CHICAGO, FEBRUARY 25, 1915

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Everything in Lumber

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4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*

Penrod Walnut & Veneer Co.

Mills, Kansas City and Helena, Ark.

Address all inquiries to
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KANSAS CITY, MO.

Kansas City Plant
Exclusively
WALNUT

American and
Circassian
Figured
and Plain
VENEERS
and
LUMBER

Helena, Ark., Plant
Exclusively
Rotary Cut
Veneers

Oak, Ash
Red Gum, Elm
Poplar
Cypress
Yellow Pine
DRY AND FLAT
LATHES UP
TO 104″

PENROD-JURDEN-McCOWEN LUMBER COMPANY

BAND MILLS: BRASFIELD, ARK.

Address all inquiries to sales office
KANSAS CITY, MO.

Ready for immediate shipment

RED GUM

QUARTERED	PLAIN
2 cars 4/4″ 1s and 2s.	3 cars 4/4″ 1s and 2s.
1 car 5/4″ 1s and 2s.	2 cars 5/4″ 1s and 2s.
1 car 6/4″ 1s and 2s.	1 car 6/4″ 1s and 2s.
2 cars 8/4″ 1s and 2s.	3 cars 8/4″ 1s and 2s.
	1 car 10/4″ 1s and 2s.
3 cars 4/4″ No. 1 Com.	3 cars 4/4″ No. 1 Com.
1 car 5/4″ No. 1 Com.	2 cars 5/4″ No. 1 Com.
1 car 6/4″ No. 1 Com.	2 cars 6/4″ No. 1 Com.
2 cars 8/4″ No. 1 Com.	3 cars 8/4″ No. 1 Com.
	2 cars 10/4″ No. 1 Com.

The Famous Cache River Red Gum

Band Sawn—Dry—Flat

Plain and Quarter Sawn Red and White Oak always in stock

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

No. 2 Common and Better Elm

We offer subject prior sale one-inch Cadillac Gray Elm in the following combinations of grades: (2115)

No. 2 Com.	No. 1 Com.	1's & 2's	Prices
40%	40%	20%	@ $26.00
45%	40%	15%	@ 25.00
50%	40%	10%	@ 24.00
60%	30%	10%	@ 22.50

These prices are for f. o. b. Cadillac. Our usual terms of sale. Would like prompt or early shipment.

COBBS & MITCHELL, Inc.
SALES DEPARTMENT
CADILLAC MICHIGAN

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.
CADILLAC, MICH.
SALES DEPARTMENT

Service "STEARNS QUALITY LUDINGTON" First

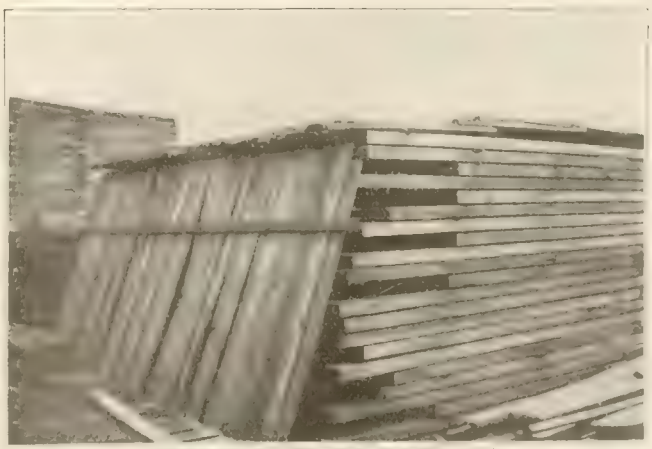
HARDWOOD SPECIALISTS

The Lower Peninsula of Michigan

has become famous the world over for the excellent quality and general character of its

Soft Gray Elm

Noted especially for soft texture, straight grain, bending and resisting qualities.



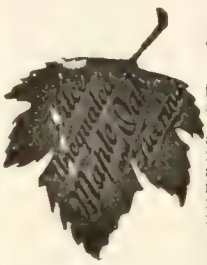
METHOD OF PILING THICK ELM

OUR LIST OF
Dry Stock

	Av. Width
45 M 4/4 FAS	9"
49 M 6/4 FAS	9½"
76 M 8/4 FAS	10"
28 M 10/4 FAS	10½"
64 M 12/4 FAS	11"
52 M 16/4 FAS	11½"
90 M 4/4 No. 1 Com.	8"
18 M 6/4 No. 1 Com.	8"
38 M 8/4 No. 1 Com.	9"
12 M 10/4 No. 1 Com.	9½"
29 M 12/4 No. 1 Com.	10"
24 M 16/4 No. 1 Com.	11"
70 M 4/4 No. 2 Com.	7"
65 M 4/4 No. 3 Com.	7"

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO



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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

Clarence Boyle, Inc., 312 Portland Block Chicago
WHOLESALE LUMBER
Always in the market for OAK, GUM and POPLAR

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established 1878
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S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

Any Change

In the map of Europe will in no way effect the color or texture of our lumber. It will always be the same uniform, soft textured, even (white) colored stock as before.

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Our Own Organization

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Manufacturers
YARDS: Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y. Cincinnati, O.
MILLS: Quicksand, Ky. West Irvine, Ky. Viper, Ky. Hombre, Ky.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

OAK

2 cars 4/4 1st & 2nds Pln. Wh.
5 cars 4/4 No. 1 Com. Pln. Wh.
5 cars 4/4 No. 2 Com. Pln. Wh.
2 cars suitable for veneer cores
2 cars 4/4 1st & 2nds Qtd. Wh.
2 cars 4/4 No. 1 Com. Qtd. Wh.
1 car 8/4 1st & 2nds Qtd. Wh.
1 car 8/4 No. 1 Com. Qtd. Wh.

2 cars 4/4 1st & 2nds Pln. Red
5 cars 4/4 No. 1 Com. Pln. Red
5 cars 4/4 No. 2 Com. Pln. Red
5 cars 4/4 No. 3 Com. Pln. Red

GUM

10 cars 4/4 1st & 2nds Sap
20 cars 4/4 No. 1 Com. Sap
5 cars 4/4 No. 2 Com. Sap

Band Sawed Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Carnahan-Allport Lumber Company

SUCCESSORS:
VARNER LAND & LUMBER COMPANY
Geridge, Lonoke Co., Ark.

Band Sawn Hardwoods

WE PRODUCE OUR OWN STOCKS

Our Specialties: Cottonwood, Red and Sap Gum, Oak—plain and quartered, red and white, Three Ply Red Gum Panels.

A Few Items We Want to Move:

10 Cars 4/4"x 6" to 12" 1st & 2nds Cottonwood
8 Cars 4/4"x13" to 17" 1st & 2nds Cottonwood.
6 Cars 4.4"x18" to 22" 1st & 2nds Cottonwood
10 Cars 4/4"x13" to 17" Cottonwood Box Boards
5 Cars 4/4"x 9" to 12" Cottonwood Box Boards.
5 Cars 5/4"x 6" to 12" 1st & 2nds Cottonwood.
3 Cars 6 4"x 6" & wider 1st & 2nds Cottonwood.
3 Cars 8/4"x 6" & wider 1st & 2nds Cottonwood.
2 Cars 3 8"x 6" & wider 1st & 2nds Plain White Oak
2 Cars 1/2"x 6" & wider 1st & 2nds Plain White Oak.
3 Cars 5/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 3/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 5 4" Log Run Soft Maple.
5 Cars 12/4" Log Run Soft Maple.
2 Cars 3/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 1/2"x 6" & wider 1st & 2nds Red Gum.
3 Cars 5/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 3/4"x 6" & wider 1st & 2nds Red Gum.
7 Cars 4/4"x 6" & wider 1st & 2nds Red Gum.
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 6/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum
1 Car 3/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 5/8"x 4" & wider No. 1 Com. Red Gum.
1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 3/8"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum
3 Cars 4/4"x13" & wider No. 1 Com. Sap Gum.
5 Cars 5/4" Log Run Plain Sycamore.
6 Cars 3/4" 1st & 2nds Plain Red Oak.
8 Cars 4/4" 1st & 2nds Plain Red Oak.
2 Cars 5/8" 1st & 2nds Plain Red Oak.
7 Cars 4/4" 1st & 2nds Plain Red Oak.

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY, Memphis, Tenn.
BOX SHOOKS AND VENEERS

Salt Lick Lumber Co.

SALT LICK • • • KENTUCKY

MANUFACTURERS OF

Eureka Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

Wanted Fifteen thouand 6 x 8 x 8 No. 1 Sawn, White or Chestnut Oak Ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

JOHN B. YATES LUMBER COMPANY
PENNSBORO, WEST VIRGINIA

When You Need 4/4 to 8/4 { SAP GUM, PLAIN & QTD. OAK, CYPRESS OR COTTONWOOD } Try Us for Good Grades

The Johnson-Tustin Lumber Company
566 RANDOLPH BUILDING, MEMPHIS, TENN.

VESTAL LUMBER AND MANUFACTURING COMPANY

Manufacturers

PLAIN OAK QUARTERED WHITE OAK

Tennessee Red Cedar

BLACK WALNUT POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD, AT VESTAL, TENNESSEE 4 MILES OF KNOXVILLE

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
80,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
80,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
18,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

OAK FLOORING

60,000' ⅜"x1½" Clear Plain White
150,000' ⅜"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' ⅜"x1½" Clear Plain Red
200,000' ⅜"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

1 car 5/4 No. 2 Common Quartered White Oak
1 car 6/4 No. 2 Common Quartered White Oak
1 car 4/4 1s and 2s Poplar
10 cars 4/4 No. 1 Common Poplar
1 car 4/4 Sap and Select Poplar
1 car 4/4 No. 1 Common and Better Quartered Sycamore
1 car 4/4 No. 1 Common and Better Plain Sycamore

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

Things are Happening in American Walnut!

Everybody knows that American Black Walnut has leaped into prominence in almost every consuming line. The furniture trade is using it, the interior finish business is responding, as leading architects are being won by its superior qualities, and of course the war is responsible for a big demand. Consumers who are hesitating about whether to get into the American Black Walnut band-wagon can easily make up their minds by looking about them and seeing the big developments on all sides. Meanwhile, the following lists of stock will show that there is plenty of walnut to be had:

Pickrel Walnut Company

St. Louis, Mo.

1ST AND 2NDS		NO. 1 COMMON	
1/2-in.	56,000-ft.	5/8-in.	13,000-ft.
5/8-in.	22,000-ft.	3/4-in.	15,000-ft.
3/4-in.	27,000-ft.	4/4-in.	65,000-ft.
4/4-in.	53,000-ft.	5/4-in.	23,000-ft.
5/4-in.	11,000-ft.	6/4-in.	13,000-ft.
6/4-in.	17,000-ft.	8/4-in.	8,000-ft.

Thick Stock Cut to Order — Heavy Stock Cut to Order

Any Quantity, any Thickness, No. 2 Common
Rohanized Dry Lumber Always in Stock

VENEERS

Constantly restocking in figured long wood with a splendid line of figured butt wood.

Penrod Walnut & Veneer Co.

Kansas City, Mo.

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8-in.	40,000-ft.	5/8-in.	40,000-ft.
3/4-in.	49,000-ft.	3/4-in.	50,000-ft.
4/4-in.	73,000-ft.	4/4-in.	300,000-ft.
5/4-in.	12,000-ft.	5/4-in.	30,000-ft.
6/4-in.	8,000-ft.	6/4-in.	14,000-ft.
8/4-in.	11,000-ft.	8/4-in.	3,000-ft.
10/4-in.	1,800-ft.	10/4-in.	3,000-ft.

KRAETZER CURED LUMBER
in Stock, Ready for Shipment
THREE MILLION FEET
Figured Walnut Butt Veneer
and
TWO MILLION FEET
Walnut Long Veneer, Cut to Size

East St. Louis Walnut Co.

East St. Louis, Ill.

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/8-in.	50,000-ft.	3/8-in.	50,000-ft.
1/2-in.	100,000-ft.	1/2-in.	28,000-ft.
5/8-in.	160,000-ft.	5/8-in.	90,000-ft.
3/4-in.	115,000-ft.	3/4-in.	150,000-ft.
4/4-in.	115,000-ft.	4/4-in.	160,000-ft.
5/4-in.	40,000-ft.	5/4-in.	45,000-ft.
6/4-in.	14,000-ft.	6/4-in.	27,000-ft.
12/4-in.	12,000-ft.	8/4-in.	15,000-ft.
16/4-in.	4,000-ft.	10/4-in.	3,000-ft.
		12/4-in.	9,000-ft.
		16/4-in.	1,000-ft.

Geo. W. Hartzell

Piqua, Ohio

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3/4-in.	21,000-ft.	5/8-in.	37,000-ft.
4/4-in.	21,000-ft.	3/4-in.	11,500-ft.
5/4-in.	16,350-ft.	4/4-in.	67,000-ft.
6/4-in.	12,300-ft.	5/4-in.	21,500-ft.
8/4-in.	13,300-ft.	6/4-in.	27,700-ft.
9/4-in.	20,500-ft.	8/4-in.	23,600-ft.
10/4-in.	11,000-ft.	10/4-in.	11,000-ft.
12/4-in.	7,000-ft.	12/4-in.	3,000-ft.
16/4-in.	3,500-ft.	16/4-in.	1,000-ft.

4/4-in. Clear Face, 6-in. & up..... 48,000-ft.
4/4 to 16/4-in. No. 2 Common..... 35,000-ft.

VENEERS

Good Assortment of Figured Butts, Long Figured Wood and Plain Wood Ready for Immediate Shipment

Sanders & Egbert Company

Goshen, Ind.

1ST AND 2NDS		NO. 1 COMMON	
1/2-in.	36,000-ft.	1/2-in.	18,000-ft.
5/8-in.	45,000-ft.	5/8-in.	10,000-ft.
3/4-in.	56,000-ft.	1-in.	30,000-ft.
1x12-in. and up....	4,000-ft.	5/4-in.	20,000-ft.
1x6-in. and up....	8,000-ft.	6/4-in.	2,500-ft.
5/4x12-in. and up..	3,000-ft.		
5/4x6-in. and up..	4,000-ft.	NO. 2 COMMON	
2x10-in. and up....	10,000-ft.	1/2-in.	3,000-ft.
CLEAR FACE		5/8-in.	7,500-ft.
1-in.	28,000-ft.	5/4-in.	5,000-ft.
		3/4-in. Sap	10,000-ft.

Frank Purcell

Kansas City, Mo.

PRIME WALNUT LOGS FOR EXPORT

FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

H. A. McCowen & Co.

Salem, Indiana

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
5/8-in.	110,000-ft.	4/4-in.	420,000-ft.
3/4-in.	135,000-ft.	5/4-in.	110,000-ft.
4/4-in.	292,000-ft.	6/4-in.	89,000-ft.
5/4-in.	82,000-ft.	8/4-in.	62,000-ft.
6/4-in.	46,000-ft.	9/4-in.	4,000-ft.
8/4-in.	41,000-ft.	10/4-in.	3,000-ft.
9/4-in.	7,000-ft.	12/4-in.	3,000-ft.
10/4-in.	3,500-ft.	16/4-in.	1,200-ft.
12/4-in.	7,000-ft.		
16/4-in.	3,200-ft.		

All Thicknesses in No. 2 Common.

Theodore Francke Erben, G. m. b. H.,

Cincinnati, O.

1S AND 2S			
3/8-in.	31,000-ft.	3/4-in.	53,000-ft.
1/2-in.	170,000-ft.	4/4-in.	114,000-ft.
5/8-in.	187,000-ft.	5/4-in.	25,000-ft.
3/4-in.	125,000-ft.	6/4-in.	38,000-ft.
4/4-in.	104,000-ft.	8/4-in.	8,000-ft.
5/4-in.	21,000-ft.	10/4-in.	6,000-ft.
6/4-in.	20,000-ft.	12/4-in.	1,000-ft.
8/4-in.	2,500-ft.	16/4-in.	1,000-ft.
SELECTS		NO. 2 COMMON	
4/4-in.	40,000-ft.	1/2-in.	7,000-ft.
NO. 1 COMMON		3/4-in.	50,000-ft.
3/8-in.	37,000-ft.	5/4-in.	14,000-ft.
1/2-in.	59,500-ft.	6/4-in.	27,500-ft.
5/8-in.	14,000-ft.	10/4-in.	2,000-ft.
		12/4-in.	2,500-ft.
		16/4-in.	1,300-ft.

BAY CITY·MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
500M 4/4 No. 3 Common Hard Maple
100M 4/4 No. 2 Common & Better Soft Maple
100M 4/4 Birch, Mill Run
200M 4/4 Basswood, L. R.
110M 4/4 1st & 2nd Basswood
75M 4/4 No. 1 Common Basswood
90M 4/4 No. 2 Common Basswood
40M 5/4 1st & 2nd Basswood
90M 5/4 No. 1 Common Basswood
60M 5/4 No. 3 Common Basswood
125M 5/4 No. 2 Common & Better Beech
160M 6/4 No. 3 Common Beech

Richardson Lumber Company

15,000 ft. 1x6 1st & 2nds Maple.
200,000 ft. 4/4 No. 1 Common & Better Maple.
200,000 ft. 6/4 No. 1 Common & Better Maple.
100,000 ft. 8/4 No. 1 Common & Better Maple.
100M ft. 4/4 1st & 2nd Maple
40M ft. 5/4 1st & 2nd Maple
100M ft. 4/4 No. 3 Common Maple
500M ft. 5/4 No. 3 Common Maple
20M ft. 6/4 No. 3 Common Maple
100,000 ft. 4/4 No. 1 & No. 2 Common Birch.
75,000 ft. 4/4 No. 3 Common Birch.
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
500,000 ft. 5/4 No. 3 Common Beech.
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
50M ft. 6/4 No. 3 Common Elm
50M ft. 4/4 No. 3 Common & Better White Pine

The Kneeland-Bigelow Company

HARD MAPLE

16/4 1s & 2s, 8" and up	124,300 ft.
16/4 No. 1 Com.	34,700 ft.
16/4 No. 2 C. & B., 4 to 7" wide	9,000 ft.
12/4 1s & 2s, 8" and up	203,800 ft.
12/4 No. 1 Com.	26,000 ft.
10/4 1s & 2s, 8" and up	163,200 ft.
8/4 1s & 2s, 8" and up	180,200 ft.
8/4 No. 1 Com., 8" and up	8,200 ft.
8/4 heart culls	72,000 ft.
6/4 1s & 2s, 8" and up	286,000 ft.
5/4 1s & 2s, 8" and up	166,800 ft.
5/4 Bird's Eye	920 ft.
4/4 Bird's Eye	480 ft.
4/4 White	97,500 ft.
4/4 1s & 2s, 8" and up	650,000 ft.
4/4 Heart culls	61,200 ft.
4/4 Plank trim	37,000 ft.

BIRCH

5/4 No. 2 C. & B.	6,200 ft.
5/4 No. 3 Com.	3,000 ft.
4/4 No. 1 Com.	52,000 ft.
4/4 No. 2 C. & B.	180,200 ft.
4/4 No. 2 Com.	28,000 ft.
4/4 No. 3 Com.	93,500 ft.

BEECH

6/4 No. 2 C. & B.	35,000 ft.
6/4 No. 3 Com.	68,000 ft.
5/4 No. 2 C. & B.	409,000 ft.
5/4 No. 3 Com.	31,000 ft.
4/4 No. 1 C. & B.	53,000 ft.
4/4 No. 2 & 3 Com.	859,000 ft.
4/4 No. 3 Com.	57,000 ft.

BASSWOOD

4/4 No. 2 C. & B.	446,000 ft.
4/4 No. 3 Com.	30,000 ft.

ELM

4/4 Full cut	26,000 ft.

ASH

4/4 Full cut	18,000 ft.

CHERRY

4/4 Full cut	1,600 ft.

OAK

4/4 Full cut	6,000 ft.

W. D. Young & Company

800,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
9,000 ft. 5/4x11½" and wider 1st and 2ds Hard Maple.
5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.
4,000 ft. 4/4 1st and 2nds Hard Maple.
700 ft. 5/4 1st and 2nds Birds Eye Hard Maple.
300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
150,000 ft. 4/4 No. 3 Common Birch.
15,000 ft. 5/4 No. 3 Common and Better Balm.
50,000 ft. 4/4 Wormy Pine Mill Culls for boxing.
500,000 ft. 4/4 and 8/4 No. 2 and No. 3 Hemlock for boxing.

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.
ROSS & WENTWORTH
W. D. YOUNG & CO.

THE EAST

LEADING MANUFACTURERS AND JOBBERS

BIRCH AND MAPLE

A few cars in transit and a large assortment at the mill. Write us.

New York Office
25 W. 42d St.

Geo. Webster Lumber Co.
SPRINGFIELD, MASS.

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building PITTSBURG, PA.

WISTAR, UNDERHILL & NIXON
REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.
QUARTERED WHITE OAK
NICE FLAKY STUFF

WM. WHITMER & SONS
INCORPORATED
Manufacturers and Wholesalers of All Kinds of
"If Anybody Can, We Can"
HARDWOODS
West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Franklin Bank Bldg. PHILADELPHIA

SPECIALS
OAK POPLAR CHESTNUT
All Kinds Band-Sawn Hardwoods
JACKSON-WYATT LUMBER CO.
Franklin Bank Bldg. Philadelphia, Pa.

THOMAS E. COALE LUMBER CO.
206-210 BELLEVUE COURT BUILDING, PHILADELPHIA, PA.
Solicits all inquiries for Hardwoods of All Kinds
Yellow Pine White Pine Spruce Hemlock

PALMER & PARKER CO.
TEAK ENGLISH OAK CIRCASSIAN WALNUT
MAHOGANY VENEERS
EBONY DOMESTIC HARDWOODS
103 Medford Street, Charlestown Dist.
BOSTON, MASS.

WM. E. LITCHFIELD
MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

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MORE THAN 2,000 LUMBERMEN
are using the new Gibson Tally Book with its duplicate or triplicate tally sheets. If you haven't seen it let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles
HARDWOOD RECORD CHICAGO

PROCTOR VENEER DRYER FIREPROOF
—AN—
UNPARALLELED SUCCESS

No Splitting Nor Checking
No Clogging Nor Adjusting

Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

Carolina Spruce Company
OFFERS FOR SALE
Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
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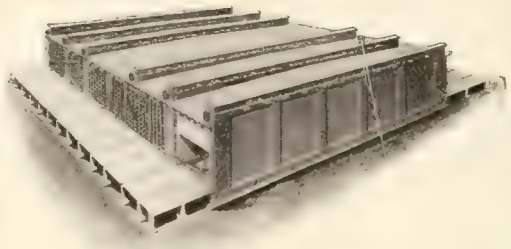

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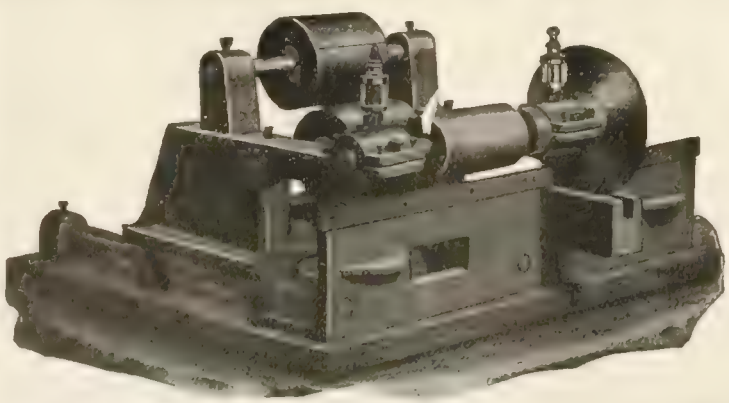

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Review and Outlook

General Market Conditions

THE MOST PRONOUNCED FEATURE having direct bearing on lumber, which has shown for the last few weeks, is the better tone in the building situation in practically all parts of the country. By this it is not meant that building has yet reached anything like normal proportions, but actual figures show that the falling off in recent months as compared to corresponding months in the year 1914 is not nearly so serious as had been expected. There are encouraging circumstances to be considered in connection with actual figures showing new work authorized in the building line during the past month, namely that in addition to that actually shown there is a very marked activity in the offices of contractors and architects on preliminary plans for buildings which have not yet reached the stage where they are definitely listed as new structures, the plans not yet having been filed. In addition, there is a large amount of work which has been resumed, which had been interrupted at the beginning of hostilities on account of lack of funds. In many cases it has been impossible to secure the necessary backing to continue this work. This is going to have a marked effect upon the demand for materials going into building construction.

Reports from different hardwood consuming centers are practically unanimous in more favorable statements regarding the factory trade, the general belief being that there is really a noticeable increase in inquiries going out. It must be remembered that these inquiries are more than ordinarily significant as the general policy is still maintained by practically all buyers under which purchasing is still for immediate demands only. Thus the bulk of inquiries emanating from woodworking institutions are backed up by the definite desire to buy, and hence have a greater significance than the usual line of correspondence of this character.

The price level shows a slightly firmer indication, although it can hardly be said that there has been any general advance in most lines. In this connection an incident recently came to the attention of HARDWOOD RECORD, which seems to bear quite a marked significance. A large handler of southern hardwoods is controlled by one of the biggest so-called trusts in the country, a corporation which is noted for its sagacity and far-sighted business policy. This subsidiary institution, which handles a great deal of hardwoods, is rigidly holding its better grades of stocks for prices which will average in the neighborhood of $5 over the average going prices in most markets. It insists that this policy will be rigidly adhered to until the price level has reached the point set. Inasmuch as the trust referred to controls this company, and inasmuch as this policy seems to be a definitely determined one and to be in the form of actual instructions to those in charge of the active administering of the subsidiary's business, this circumstance indicates that the information available for those in the circle of the country's big business convinces them that the future holds much better prospects for actual strengthening of demand.

Analyzing the production and demand in the North and South, there seems no plausible reason why this policy should not prove to be a correct one. It has been conservatively estimated by men closely in touch with the situation that the production in the southern hardwood territories collectively would not average more than twenty-five to thirty per cent of normal from the beginning of the period of curtailment up to a few weeks ago. In the North an average curtailment of some forty per cent is the general estimate. The average of these then would place the hardwood production of the country on a general basis of approximately forty-five per cent of normal.

On the other hand, available information as to actual consumption in the same period would show it to have been between fifty and sixty per cent of normal. Thus from the mills's standpoint the situation as a whole appears to be excellent. It must also be remembered that conditions surrounding the yard and factory trades are in very much the same shape and that their stocks have gotten down to a point where they are not carrying complete lines of anything, and are placing orders for hurry-up shipment to meet the demands of actual needs. The truth of this condition is born out by numerous instances where great difficulty has been experienced in locating certain kinds of stock when they are needed in a hurry. There is only one possible outcome, as appears on the surface at least, and this is that the stock situation at mills and receiving points as compared to actual demand creates a situation under which with even a slight resumption of active buying there will be an excess of demand over supply and at least a partial reversion to seller's markets. The outcome, of course, will be a greatly strengthened price level.

That this possible outcome is based on real facts is pretty generally conceded by men who have taken the trouble to observe conditions as they are. This circumstance is not being received with any evidence of hysterical optimism, but is advanced by the more far-sighted element in the hardwood trade as indicative of conditions which can confidently be expected to materialize.

It is a fact that within the past month or so several large manufacturing factors have gotten back into the active producing field, but it is hardly possible that this circumstance will have an undue influence as over-balancing the scale of supply and demand in favor of the former. This resumption of manufacturing comes in

the face of an active and concrete evidence of accelerated buying, and it is hardly likely it will take care of the increased amount of business placed. It is also to be remembered that the lumber cut now will not be ready for shipment for several months so that anything that might develop in the meantime will not be affected by increased producing capacity.

The Cover Picture

A WILD, TREED BEAR is not photographed every day. The subject in proper pose is not easily found, and when at last he is found, the photographer and his camera are apt to be elsewhere, consequently it is a combination somewhat rare.

The cover picture which illustrates this number of HARDWOOD RECORD was caught at the psychological moment in the mountains of California in Sacramento county. The only criticism that can be directed against the picture is that the bear does not stand out from the trunk of the tree in relief as bold as the artist might desire. The animal presents a somewhat flat appearance; but it should be borne in mind that the bear was trying to accomplish that very effect. He did not climb that tree for the purpose of exhibiting himself, but he was endeavoring to "make himself scarce." The picture shows how well he succeeded.

Notice the patches of light and dark on the tree trunks in the vicinity of the bear, and notice how admirably his body mimics one of these dark patches. The counterfeit is not perfect enough to enable the animal to escape discovery, yet it contributes to that end. The tree which the bear has undertaken to climb appears to be a fir—probably *Abies concolor* of the botanists. The bark is black. It may be observed in the picture that the portions of the trunk on which the sun is not directly shining are about as black as the bear itself, and where the animal's body is in shadow there is no contrast. But the intensely bright California sunshine is breaking through the tree canopy above and patches of the bark are lit up until they appear nearly as white as snow. These bright patches on the black are known among artists as "high lights." They have upset the bear's scheme of concealment, for they bring one side of his body sharply into view.

The picture represents a grizzly bear region, but the specimen in the photo is the smaller black bear. The grizzly cannot climb trees. His weight is too great, and his claws are too long and straight; but the black bear, which is simply a big brother of the raccoon, has good climbing claws and does not hesitate to use them, though he cannot climb up-side-down as some small animals can. He climbs up head first and backs down. Sometimes, when in the act of climbing, as the one is in the picture, he sees a hunter approaching, he wastes no time by backing down the tree trunk, but lets all holds go, and falls. A bear usually prefers to trust himself in flight to remaining in a tree; but if dogs have been worrying him, he sometimes hangs fast to the trunk while the hunter approaches. In that case it becomes practicable to kodak him.

It is remarkable how great a distance a bear may fall from a tree without being killed. It is said that when hotly pursued he will curl up in a ball and roll down a steep mountain faster than any dogs can follow, and thus escape; but such stories are now generally catalogued among the productions of nature fakirs, along with the feats of the hoopsnake that is alleged to take its tail in its mouth and roll away at a mile a minute.

Lumber Changes in Thirty Years

LUMBERMEN OFTEN SEEM TO BE AT SEA when considering the question whether or not substitutes are making inroads on the use of wood. Viewed in one way, there is no doubt that substitutes are making headway. More of them are used now than formerly. But the question is open to debate when it is asked whether the use of wood is declining on account of losing places to substitute.

There are not sufficient data available to test the matter in detail by pure statistics. It is not known, for instance, how much larger the present use of wooden boxes would be, if fiber boxes had never been invented. It is certain that more wooden boxes would now be demanded, but statistics are too fragmentary to show exactly what has taken place in that particular industry. It is the same in certain other industries where substitutes have made inroads on wood. Taken separately, it is hard to reach conclusions, backed by figures, as to exactly what has happened in the contest between wood and its competitors; but, fortunately, it is possible to take a wider view and consider the question as a whole.

When that is done, there is found no occasion to complain that wood has not held its own. In 1880 the lumber cut of the United States totaled 18,091,356,000 feet. The population at that time was 50,155,783. The per capita consumption of lumber was 360 feet. Thirty years later the population was 91,440,611, and the lumber output was 40,018,282,000 feet. The per capita consumption in 1910 was 437 feet.

A span of thirty years brings out the fact that the consumption of lumber shows a substantial increase per capita. In other words, the use of lumber has grown faster than the population. The opposite is sometimes stated to be the case, but statistics covering the thirty years period do not show it, and this period includes practically the whole time for which statistics on that subject can be had. Some fragmentary lumber figures exist for years earlier than 1880, but no adequate per capita comparisons can be worked out for earlier periods. It appears, therefore, that according to the records the use of lumber increased in this country from 1880 to 1910, not only in actual quantity, but also in proportion to population.

The cut varies from year to year, and that for a late year may not always exceed that of an earlier; but for the whole thirty-year period, the lumber output has increased 121 per cent, and the per capita increase has been 21 per cent for the same time. Figures later than 1910 are not included, because the census showing population has not been taken since, and no figures are available for calculating the per capita consumption of lumber during the last four years.

It is thus shown that in spite of competition with substitutes, more wood is now used, in proportion to population, than was used thirty years ago. Some branches of the lumber trade may have lost business; but the trade as a whole has not lost. It is true, however, that gain might have been larger but for the fight for business which substitutes have made. About as much as can be charged against substitutes, in face of the figures quoted above, is that they have somewhat hindered the expansion of the use of wood. The country's needs have greatly grown, and some of these needs have been supplied by materials which compete with wood; but in spite of that, the demand for wood has increased at a higher rate than the increase of population.

Home and Foreign Lumber Markets

DURING THE YEAR 1912 the exports of logs and lumber from the United States to all countries of the world amounted to 2,945,000,000 feet, valued at $68,000,000. During the same year the home market took 37,055,000,000 feet, valued in the sawmill yard at $568,794,000. On the face of the figures the home market was worth about eight times as much as the foreign.

Eight times as much falls far short of the whole difference in the home and foreign lumber trade. The value placed on exports is supposed to be the price which the foreigner pays in this country when he buys the lumber. When the American exporter has received that price, the lumber leaves the country forever, and Americans have no further business interest in it. It passes across the sea as logs or lumber, and whatever is made of it afterwards belongs to foreigners; whatever labor is expended on it, is expended by foreigners; whatever merchandizing is carried on with the further manufactured products, is carried on by foreigners.

The case is different with the lumber sold in the home markets. The value given above, $568,794,000, represents the worth in the millyard. That includes the timber in the woods, the cost of cutting, sawing and yarding, with whatever profits are properly chargeable up to that stage of manufacture; but the lumber and its value do not end there. When lumber has reached the mill yard it has only commenced its career of usefulness and value, if it is destined for the home market.

Suppose it is on its way to a furniture factory. When it leaves the mill yard it changes hands and becomes property of the furniture maker. He pays freight and other expenses incurred in bringing it to his place of business. After that he pays wages to those who manufacture the lumber into furniture and he pays salesmen to go on the road and sell it. The wholesaler becomes the owner, and he pays another profit, and then passes it to the retailer, who contributes still another profit, and when he finally sells the furniture to the ultimate consumer, still another profit is paid.

The nub of the whole argument is that the lumber exported makes no further business for Americans, while that which is disposed of in the home market continues to pass through successive stages of manufacturing and handling until it finally enters into ultimate use, and it creates business along its whole journey, and all the business for the benefit of home people.

In that view of the case, it is apparent that the lumber which stays at home is worth much more per thousand feet than that which leaves us. Though the value of export lumber is placed at one-eighth of the amount of that which stays with us, that figure is wholly misleading, unless it is amended by adding to our home supply the value produced by further manufacturing, sales, commissions, and trading. It is true in nearly all lines that the best business is the home business. If we sell lumber at home, Americans receive the pay for the lumber and all the profits from handling and manufacturing, and Americans finally get the use of the lumber. This is not an argument against trying to build up foreign trade. We ought to build it up if we can; but if, in times like these, we see it disappearing, we should not conclude that we are losing more than we are keeping. By all odds, the best part of the lumber business remains with us, and the beauty of it is, the part that we hold cannot be taken from us by the misfortunes of foreign wars, but can be improved and increased by our own industry.

December export figures show that our foreign lumber trade has been badly cut. That has happened not only in countries which are at war, but also with countries at peace. The only two countries on earth that bought more lumber from us in December, 1914, than in the corresponding month in 1913 were Brazil and British Honduras. In nine countries imports of lumber or logs from the United States disappeared entirely in December. Even our exports to the Philippines wholly vanished.

Our loss on account of falling lumber exports is considerable, and regrettable, but why overestimate it? The city of Chicago alone provides a yearly market for 485,637,000 feet more lumber than the United States exported to the whole world in 1914. And the same city of Chicago manufactured into finished commodities, such as furniture, vehicles, boxes, etc., in the year 1909, more wood than this country sold in 1913 (a good year) to all the countries of Asia, Africa, South America, and all the islands of Oceana combined.

Figures like these ought to raise our opinion of our own home markets. When a single city in our midst over-balances four-fifths of the outside world, there is little excuse for discouragement over the decline of some branches of our foreign [illegible] Trade.

Where Blue Sky Is Expensive

BLUE SKY IS A BLESSED THING in its place, but it is a monstrously expensive roof for agricultural machinery, live stock, and harvested farm crops.

Good shelter for everything that needs it is the surest and most constant money maker that the farmer can call to his assistance. The rains that fall, the sun's heat that accompanies the summer, and the dews and fogs which descend upon or hover over the places beneath, are the allies of the agriculturist while the crops are growing, but they are enemies after the harvests are ended. An investment in roofs to shelter machinery and crops is the safest and sanest outlay for the farm. It is to the gathered crop what fertilizers are to the growing crop.

The shingle, the weatherboard, and the paint brush are the three chief signs of progressiveness in rural communities. They indicate prosperity. The story which they tell points a moral wholly different from that pointed by rusty mowing machines, warped hay rakes, ramshackle wagons, sprouting grain ricks, raw-boned cattle, long-haired horses, squaling shoats, and the signs of general shiftlessness painfully visible about the barnless and shedless premises of the [illegible]

The Theme of the Massmeeting

THE PROMULGATION OF BIG THOUGHTS and far-reaching plans characterized the two days' session of the Forest Products Federation massmeeting held at Chicago this week. The underlying theme of all the discussions, the thread of thought which was carried through the entire meeting was characteristic of the lumbermen's desire to always fight fair.

Something big is coming of this conference, something of immense moment to the entire lumber trade, but it can be confidently anticipated that any fight instituted by lumbermen will be along the lines of right, and will not be carried on with the assistance of false propaganda endeavoring to belittle or disparage the competing materials in the legitimate uses. The campaign will be of increased weight and effectiveness because it will carry with it the stamp of genuineness and sincerity.

Do Lumbermen Take Themselves Too Seriously?

THERE IS NO BETTER crowd of good fellows in the world than the lumbermen of this country. They are men of broad minds and big, sympathetic hearts. They are men who as a class have accomplished big things and whose line of vision is broad. They are sociable and convivial, and while they probably have not co-operated in a business way in the past as closely as the best interests of the whole trade would dictate, in their social gatherings nothing but a spirit of genuine and sincere good fellowship and camaraderie has been apparent. Yet we see periodically evidences of the impossibility of permanence of any purely social organization of lumbermen.

The latest disorganization is that of the Lumbermen's Club of Chicago, a body of local lumbermen and others affiliated through non-resident membership in different parts of the country. It is true that the club is dissolving with all honor, and with every appearance of having run a successful course. The fact nevertheless remains that any organization which becomes indispensable is going to endure regardless of outside circumstances. The trouble has not been with the management of the various clubs which have ceased to exist, as in every case the management has been competent and efficient to the highest degree.

It would appear on analysis that the fundamental reason is that the lumbermen as a whole take their work a little too seriously. It might be urged against this that the lumbermen have a general reputation of being good fellows, of easy-going dispositions, and this argument might have some weight if it had proven capable of holding such an organization together.

It is just possible that the trade as a whole is over-organized in this way, at least that there are too many varied associations that are open for membership to any one individual. The average lumberman may feel that as long as he has to join organizations he might as well spend his money for those that offer him a direct opportunity of getting value received. This policy may be altogether wise, but nevertheless it is a relief to get together with a party of good, whole-souled lumbermen under circumstances which taboo trade talk and which bring all of them out on a strictly social level and show up the man side rather than the business side.

No matter how genuine a man is, an almost imperceptible barrier of recognized competition is necessarily raised in his intercourse with his competitors when such intercourse is under circumstances which necessarily turn his mind toward thoughts of business. It is a good thing for everybody in every line of trade to be able to get absolutely away from business thoughts and to be able to give himself up for a certain length of time every day to unalloyed social intercourse with fellow businessmen. This is just the function served by a purely social lumber club, and the lumber trade suffers a genuine loss whenever such an organization is disbanded.

Letters to a Millman's Salesman

BY ARTHUR M. JOHNSTON*

To William Smith, who is just sprouting his pin feathers as a lumber salesman.

Dear William:—

I notice an order from you, just received, for three cars B and better dressed yellow pine sold to Matthew Williams of Jonesville. I have been looking over the last general census and I find that Jonesville is a farming town of about 3,000 population counting men, women, children and dogs. Now, William, did the idea ever seep into your osseous dome that three cars of B and better yellow pine is enough to glut the high-grade lumber market of a town the size of Jonesville for many moons to come? In my last letter I advised you to be a little sunbeam but I didn't think you were going to be the whole solar system.

You have jollied our friend Matthew until his appetite is bigger than his stomach and the joke is that you will have to be the little digestive tablet which must assist friend Matthew's business viscera to assimilate this enormous meal. How do you expect to sell this man any more lumber while his yard is suffering from such acute yellow pine dyspepsia? Do you ever hope to sell him again after loading him up with lumber for which he has no market? If you ever expect to become a salesman and not merely an interruption, you must learn that the selling of the stock to the retailer is only half the transaction; it must be resold to the consumer to make the deal complete and the more assistance you can give your customer in moving his stock the more valuable you will be to us. Are you going to be a salesman upon whom your customers rely for real help, taking such a sincere interest in their business that they are really glad to see you when you come around; or do you think you have earned your salary when you have loaded some trusting customer to the ears with unsalable stock?

Have you ever taken your customers' troubles back to the hotel with you? If you never have, try it a few times and remember this—their troubles are our troubles. Cut out the usual card game and talkfest a few times and use up a few brain cells figuring on some of their problems. A few solved problems will be appreciated by your customers and they will soon begin to think you are a helva fellow. Your territory is like a farm and your crop will depend upon what you plant and how you cultivate it. The cinch bug, the army worm, the boll weevil and the coddling moth—all competitors of yours—will try to eat your seed, destroy your young plants and ruin your crop, but if you are a good farmer you will mix a few brains with the soil and be right on the job with the Paris green can and the Bordeaux mixture sprayer.

Now about this Matthew person: There are only two ways out of this situation. Double back to Jonesville and develop some scheme out of that calcareous knob of yours to move this stock for him, or suggest that he cancel two cars and reorder if he finds it necessary—which he won't. I have been making some inquiries and I find that Matthew Williams is new in the lumber business and needs a wet nurse more than anything else. Will you be that nurse, William? or are you going to be the bad boy that pushes the little fellow into the mud and gets his nice white pinafore all dirty? Don't forget that it pays to be a nurse. Some day your infant will learn to rely on you confidently and accept your advice about both the buying and selling of stock and then you will enter into your reward. When that time comes don't be a hog—give the other fellows a chance, but be right on the ground yourself to skim off all the richest cream.

I just want to say a word about your itinerary—if such a big word can be used to describe your hop, skip and jump progress over your territory. You seem to be always somewhere else. I get nervous waiting for you to light. Do you ever expect to get acquainted with your trade if you go through a town like a Dakota blizzard on its way to Kansas City? You are trying to cover altogether too much territory. You remind me somewhat of Riley Jinigin. Not that you resemble him in any way but simply that you are liable to meet disaster as he did because you try to cover too much territory. Did I ever tell you about Riley?

Riley was a typical lumber jack in the early Michigan lumbering days. He was a mighty man of valor—or thought he was. When I knew him he bore the scars of a hundred conflicts. One ear had been entirely chewed off by some carniverous adversary and the other one was following after. His nose was about three-quarters of an inch out of plumb and there were other alterations on his map which showed the fine Italian hands of shrewd antagonists. Architecturally Riley resembled an anthropoid ape, but there were times when the ape had it all over him save in ferocious ugliness. He was a canthook man and I am bound to say that he was an artist at it, but beyond using a canthook he knew nothing of useful occupation. He would work all winter in the woods, help to bring down the drive in the spring, collect his winter's wages and take the shortest route to the nearest emporium where the quickest acting brand of liquid lightning could be procured. Arriving there he would proceed to fill his skin full of Michigan lumberwood's whiskey, forty-rod whiskey—the kind of whiskey that makes you feel forty rods from the place where you really are. They say that this whiskey used to test nineteen fights to the pint. Being full of whiskey our friend Riley would naturally become belligerent and the result was sure to be a violent physical argument in which some one was bound to lose an ear, a nose, a finger, or some other useful or pulchritudinous member.

It was under such circumstances as these that our hero found himself in an AuSable snake factory in the days when that town was operating eight big sawmills night and day. It was an unusually peaceful and inoffensive crowd which faced him on that bright May morning when, having crammed every chink and cranny of his anatomy with squirrel whiskey, he turned from the bar to examine the crowd for signs of the trouble which was so dear to his savage heart. The spring sun filtered through the dusty windows and fixed its grip of lassitude upon every lounger. The bartender lazily swabbed the bar; at a table in one corner several men, just down from the woods, were drowsily playing seven-up for the drinks; on another table a riverman, still wearing his caulked boots, lay sprawled, sleeping off his jag. It was a peaceful scene—much too peaceful for the fierce heart of our friend Riley.

He stood with his back to the bar, both elbows on the top and one boot resting on the rail at the foot. He surveyed the crowd with disgust and made insulting remarks anent its courage and fighting capacity; but, as every man present seemed to think these remarks intended not for himself, but for his neighbor, there was no word of protest. Riley took another drink and still further reviled them. He climbed their family trees even unto the fifth generation. He insulted every relative they ever had or ever expected to have, either lineally or collaterally, but without any movement of hostility on the part of the victims. He finally grew thoroughly out of patience with the pusillanimous attitude of the crowd and, jumping into the center of the bar room, he shouted:

"I kin lick any (several unprintable things) from Michigan."

He glared around and waited for results, but none came. His attitude grew more insulting as it appeared that not one loyal son of the good old Wolverine state had the courage to stand forth and do battle in her honor. Gathering confidence, he shouted again:

"I kin lick any (more unprintable things) from Michigan or Wisconsin."

He surveyed the crowd with eye of fire. There surely must be some loyal Badger present who would be willing to lose an eye or a nose for the honor of his state. The seven-up players still continued to play seven-up and the riverman on the table snored on. It certainly was discouraging. Riley took another drink and his wrath burned with fiercer flame. He again leaped to the center of the room and shouted hoarsely:

* Publicity manager for the Stearns Salt and Lumber Company, Ludington, Mich.

"I kin lick any (more things of an unprintable nature) from Michigan, Wisconsin or Minnesota!"

Now, by all the gods of war, this was too much even from a mighty man like Riley Jinigin. Over in the far corner of the room a big, blue-eyed, tow-headed Swede "upheaved his ponderous vastness." The card-players ceased their play and the sleeping riverman roused himself as if sensing the approach of epic conflict. The Swede came across the sawdust-covered floor like a traction engine on its way to a threshing bee. Raising a hand like a steam hammer he shook it in the air and shouted:

"Ay bane from Mannasotay, an Ay tank you bane tam big liar!"

Riley rushed upon him with a howl and gave him the counter check quarrelsome right behind the ear. The blow was well aimed and well timed; ordinarily it would have felled an ox, but the Swede was not an ox—he was a bull, and he came on with a bellow of rage. He grabbed Riley by the neck and pushed him back over the bar. He hit him in the cosey corner and kicked him in the ingle nook. They both went to the floor and Riley squirmed around like an eel, but the Swede swarmed over him like a ton of hay, his fists rising and falling like trip hammers.

When Riley finally capitulated, his adversary helped him to his feet and brushed the sawdust off his clothes and the blood out of his eyes. His face was pushed around nearly to the back of his neck and looked like a futurist picture of the battle of Waterloo. Several fresh bites had been taken out of his remaining ear and his nose was half an inch further out of plumb. He shook hands solemnly with his gigantic foe and they lined up to the bar to cement their new-made friendship over the flowing bowl. Said the Swede:

"You bane a good man, Yinigin."

"Yes," answered Riley, sadly, "but I tried to take in too d——n much territory."

There is a moral in this for you, William, if you can find it. Maybe you can stretch yourself out over all your territory at one time, but believe me you'll be mighty thin in spots.

Very truly yours,

JOHN MITCHELL.

Review of Scotland Timber Trade

The year 1914 has been an eventful one in the history of the timber trade. At the beginning conditions were quite encouraging, but very soon a decided dullness characterized the market. One important cause for this was shipbuilding. This industry has been the mainstay of the timber trade for many years and had then begun to present a less favorable aspect, and thus through time curtail the demand for timber. Buyers all over displayed a tendency to buy only for immediate requirements, owing probably to the fact that imports were made on a larger scale than was warranted. At the commencement of hostilities business in the timber trade was brought almost to a standstill. In a very short time it was found that the stock of packing case material was quite inadequate for the requirements of the market, causing prices to advance very rapidly. Previous to this Russia had been supplying a fair proportion of the stock, and with this source out of the count, it became necessary to look to Canada and Sweden to meet the market's demands, and naturally the cost was greater than before. Later on wood was declared contraband by Germany, and this left only Canada. In November, however, a sudden advance in freights took place, causing a material addition to the import cost of timber of all descriptions. This was particularly felt in the case of pitch pine and spruce, where the freight forms a large proportion of the delivered price.

Government orders contracted for by sawmillmen and joiners called for large quantities of spruce especially, although the general effect on wood consuming industries was unfavorable for quite a long time. Boxmakers have been busy making cases for the transport of foodstuffs for the troops. Wagon builders secured large orders from the government for transport wagons, and have been well employed. Cabinet making has been very dull, and as a result furniture woods have been slow, and prices accordingly dropped. Mahogany, owing to the large import, began to drop and Gaboon stock was much less in evidence than in 1913.

Shipments of Japanese oak have come in in larger quantities than usual, probably through shipments intended for Hamburg being diverted here, and naturally prices became somewhat easier. American hardwoods latterly hardened, owing to the depleted stocks and high freight rates. Birch logs were imported on a much smaller scale than last year. Greenheart, hickory, ash and California redwood remained firm without much variation from the previous year's figures.

FREIGHTS

The year opened with a considerable slump, and continued on a low level during the summer months. On the outbreak of war, chartering was suspended for three or four weeks during August, and a good many of the charters that had been previously arranged had to be rearranged or cancelled. Since November freights have reached an extraordinarily high level, and there seems little to indicate any falling off. There are many reasons for this—losses through capture, seizure, and destruction at sea, supplies having to be brought greater distances, the time for voyages thus being prolonged, and delays at different ports through congestion and scarcity of labor.

SHIPBUILDING

The year 1914 was more eventful on the Clyde than in any other shipbuilding district. All previous records were eclipsed in 1913, so that there was hardly any chance that 1914 would maintain the record. The output for 1913 was 370 vessels of 756,976 tons. Nothing anywhere near approaching this had been turned out in any previous year, and it was generally anticipated that a falling off would certainly take place. From the beginning of the year down to the eve of the war operations were regularly lower over stated periods than those of 1913. One of the first effects of the war was to convert three of the largest shipbuilding and engineering establishments into government dockyards for the time being.

Lloyds' annual summary, just published, of the world's shipbuilding shows that 656 vessels of 1,683,553 tons gross were launched in the United Kingdom. The Clyde (including Greenock) occupies first place with 444,621 tons.

PROSPECTS

With Europe in the melting pot, it would be a wise prophet who could foretell trade conditions of the coming year. It is not possible to view the outlook from the same standpoint as hitherto, and the fluctuations will be swayed to a great extent by the progress of the war. One thing that is clear, however, is that unless the demand falls away altogether, which there is no justification to assume is likely to happen, there will be a serious shortage in stock in several instances, and high prices appear assured. No one at the present time will bring in supplies at the existing prices; especially with the high freight, and until these become easier, there is bound to be a serious check to imports. Everything points to a shortage of supplies, and there is no escape from the conclusion that prices all over must advance.

Increasing use of the national forests by local farmers and settlers to supply their needs for timber is shown in the fact that small timber sales on the forests numbered 8,298 in 1914, against 6,182 the previous year.

Recent sales by the government totaling 126,000,000 feet of saw timber in the Olympic national forest, in western Washington, mark the opening of this hitherto inaccessible storehouse of timber, estimated to contain a stand of 33,000,000,000 board feet.

Sawdust Unsuitable for Bread

"Behold, how great a matter a little fire kindleth!"

So spoke a New Testament writer nearly two thousand years ago, and the truth of the proverb still holds. That was recently illustrated in a forcible manner. Two or three months ago a newspaper waif of half a dozen lines was floating about the press, to the effect that in Germany bread is baked of a mixture of sawdust and rye flour. HARDWOOD RECORD passed the item along, but it seemed to take new life of a sudden. The Reuter news service cabled the item to Germany, and quoted HARDWOOD RECORD as authority; but the little item seems to have grown pretty rapidly after it got on the cable, and when it reached the other side of the sea it had expanded almost beyond recognition and had assumed a sensational form unknown to it on this side of the water.

HARDWOOD RECORD has been receiving some interesting mail on the subject from Germany, which is gladly published in order that the whole truth may be placed before the world.

H. Malmedie,
Coln Sulz, Landahnstr. 15. Tel B. 2753.

HARDWOOD RECORD,
Chicago, Ill.

Gentlemen: I read that your paper brought news by Reuter that the Germans make bread of sawdust and rye flour and that the Austrians manufacture briquets of sawdust and tar.

I am an American, living here since several years and cannot get over the humbug that is printed in the States.

One of the worst papers I find to be the New York Times. The editor is a rank Anglophile and has no sense and no idea of what trash he is thinking and printing.

Germany is today better fed than England, France, or Russia.

Don't forget that Germany has a higher education by its superior schools than any other country on the globe and the higher the standard of common education, the less barbarism.

Germany neglected to buy influence and "soak" foreign papers, thus the detestful behavior of the majority of them.

For the sake of culture and civilisation Germany must win this fight and so it will. Very truly yours,

H. MALMEDIE.

P. S. Another man that likes to hear himself talk and see his queer brain in print is that man Beck, former associate district attorney; he even went so far as to advise the German general staff what it should have done instead of going through Belgium. I hope you are all satisfied now that Belgium was no neutral country for the last six years. M.

The next correspondent writes from Hamburg and makes clear the position which he takes in the matter as follows:

Hamburg, January 19th, 1915.

HARDWOOD RECORD,
Chicago, Ill.

Gentlemen: I take the liberty to introduce myself to you as ardent reader of your esteemed journal, whose hobby it is since about twelve years to "stock" all photos and descriptions referring to trees and their uses, etc., and who naturally likewise "stocked" thereby a pile of theory which proves of great value in the lumber trade I am employed in (Richard Koeller, Hamburg).

Having thus become a "dormant partner" of the HARDWOOD RECORD, you will certainly permit me a few words in regard to an article contained in your issue of December 10th, 1914, page 42, under the title of "Various Uses for Sawdust." Enclosed you will please find a clipping of the German lumber paper, *"Die Holzwelt,"* reading in translation as follows:

Bread Made of Sawdust in Germany

A neat "Reuter" advice can be found in the HARDWOOD RECORD regarding the various uses for sawdust. This journal, of a decidedly high standing in the American lumber industry—it appears in Chicago—contains the following news: "In Austria sawdust is mixed with tar to make fuel briquettes. In Germany the sawdust is mixed with rye flour and made into a kind of bread, which is eaten by human beings and horses. One German bakery turns out 20,000 such loaves per day. How entirely different is the standing of England in this regard. There the same sawdust which the German "barbarians" are said to eat is placed in spittoons." The advice stands amongst a series of other entirely serious remarks of the named lumber paper which has omitted to add that all lumber mills are busy in converting all lumber into sawdust, in order that Germany may have sufficient to eat.

So far said paper. Whence came this fairy-tale to you? No doubt from our special friends, the English, who have since years poisoned the American press with blast lies in regard to Germany's standing. You may rest assured that even today bread is considerably cheaper in Germany than in England, in spite of the latter's waving the rules (I beg your pardon, "ruling the waves" I intended to say). We know that the English, and likewise most of those speaking the English language, refer to Germany only in a disparaging sense, and perhaps a month later the English will cable you that, in order to keep things going in Germany, the latter is forced to import from the United Kingdom the sawdust after it served for their spittoons, for bread making purposes.

The article would have been placed in a more favorable way on the page of your paper with the heading, "Pert, Pertinent and Impertinent," or don't you think it is "impertinent" to say that the Germans fill their bellies with sawdust? Sawdust does not contain any nutritious substance, and consequently it is of no use to swallow same.

Sawdust is used in Germany likewise for the manufacture of fuel briquettes; they strew it on foot-ways, especially in winter time, on the walks of railway stations, etc., etc. Sawdust bread would force us to ask the Lord for a new and better stomach, but he would certainly reply: "Thou shalt not eat sawdust!"

Should our friends, the English, tell you something like that, be assured that provisions in Germany are plentiful. Public and dining-rooms are closed at 12 o'clock in the night, sometimes at 1 or 2 o'clock only, and I only recently sent a bill-of-fare of a first-class dining-room to a friend of mine in Baltimore, in reply to the British lie that Hagenbeck's show was devastated and the lions and tigers were fed with the finest antelopes. Also, Hamburg has been taken and devastated seven times by the "Allies," but we know nothing of all these things and do hardly observe that Germany is in war. It is true, one or the other article, which in times of peace is more plenty in Germany, had a slight advance in price, but on the whole things are as in normal times.

What lies are scattered over the world in regard to Germany are unbelievable! A cablegram from Buenos Aires recently stated that a sea battle had taken place near Mulhausen; 36,000 Germans (the more the better) killed, 96 ships lost. We have no notice of this, and Mulhausen is a place high in the mountains.

The latest news is again that German soldiers are cruel. They bombard cathedrals, the houses of God. Yes, certainly, if the Allies want churches to remain houses of God they must abstain from placing machine guns in the steeple of churches. If people do not want to be hanged they should abstain from showing the enemy where our soldiers are. War is no 5 o'clock tea! And if we are said to wage a cruel war this is only a token of their impotence, as they are unable to resist our guns and men and consequently more of them are killed than of our people. They commenced the war, not we, and if the English talk of our "militarism," which is a necessity for us in view of the geographical and political situation, what is then the "marinism" of England, which at present behaves itself as the policeman of the world, and has ever done so? Letters from Amsterdam to Hamburg are opened by English censors and reach us with a stamp in English language, "Opened by censor." Who grants England the right to control letters from Holland to Germany? This would be the same thing as if England controlled the letters from Chicago to Mexico. The word impudent is certainly not too much.

With best wishes, and trusting that the war will be soon at an end, and that the lumber business between Uncle Sam and the Fatherland can soon be resumed with prospects for a good future, I beg to remain,

Respectfully yours, A. EICHLER.

There is only one: John Bull; he's wonderful, wonderful!

The women of Germany have not been slow to defend the good name of their country. The writings of Ricarda Huch and Clara Vielig, upholding Germany in its war, have been widely read in America. The latter has been called "the George Eliot of Germany." There is no mistaking the spirit of patriotism which actuates the German women at this time; and the following letter is proof that the spirit is no less strong among some who are German by adoption only. The letter below, though coming from Germany, was written by a lady who was born in Missouri:

Halle a. S. Germany, 18/1, 1915, Dessauerstr 5 b.

HARDWOOD RECORD,
Chicago, Ill.

A Reuter telegram brought us a message of your paper, stating that in Germany sawdust mixed with rye flour is used for bread. Herewith I would like to rectify that falsehood. It is like much that is written about Germany—untrue and false slander!

In no country in the world are the food laws so severe and food preparers subject to such close inspection and punishment as in Germany, and no German baker would dare to so grossly violate the above laws.

I only hope that in case of the United States ever being involved in such a war as has come over Germany that the United States may be able to provide for the subsistence of its populace as well as the Germany government has done since the beginning of the war. The prices for flour, feed and most necessary articles for food and maintenance for the people are fixed and the manner of usage regulated so that all people, rich and poor, are well fed and cared for in spite of England's great effort to starve us out.

You do not seem to know that one of the greatest enemies that German soldiers are obliged to battle with is Russian filth and French uncleanliness. Every soldier coming from the battlefields will tell you this; there-

fore the Germans would never eat that [illegible] bread in their own country.

German bread was a very welcome [illegible] to Belgium and northern France, where the English frauds destroyed millions of francs' worth of provisions which might have done much good to the people whom the English plunged into this horrible war. The above fact I heard more than once from soldiers who helped to distribute bread and to supply food to the poor fugitives from the German military kitchens.

I would thank you very much if you would publish this article in your worthy paper for the enlightenment of your readers and to rectify the reputation of the German nation.

I am the daughter of an American citizen, live in Germany now 20 years, so that my opinion is free from all partiality. If you would send me a copy of your paper containing the above article it would be a great pleasure to me and thankfully received. In Chicago I have a number of friends.

Thanking you beforehand, I am, sir,

ELISABETH LOFFLER.

Neé Telle of St. Louis, Mo.

HARDWOOD RECORD wants to assure its German friends—and it sincerely hopes it still has some friends in Germany—that in spite of the cable's well-known tendency to leave out the *spirit* of the message, the little item which occupied only a half-dozen lines was published in the spirit of good-natured "kidding" of the German's serious minded concentration on utilization. It was not supposed to be in the nature of war news and in fact was in no way connected with the present conflict. It was not thought for a moment that anyone would so seriously doubt our intelligence as to think that we believed the little yarn, and in the same light this office certainly did not think anyone would give it credence. As a matter of fact, the type had been held over for some months—probably from prior to the date of the beginning of the war—and was intended purely to fill in a little hole.

HARDWOOD RECORD hopes that if in some way this story should come into the hands of the medium of communication which gave the former [illegible] assuring its correspondents on the other side that it was really more of a jesting compliment to German thrift than anything else. The actual figures were added merely to hinge the story on. No German would consider as more than a joke the story of Chicago's stock yards in which it is said that the enterprising packers, having found a use for all by-products of the pig but the squeal, have found a process for canning that for phonographic use. The sawdust story was just about as serious in its intent as that, and Germans surely ought to give us credit for a little more intelligence than to think that it was used as a statement of fact.

The incident points out the possibility of much more serious misunderstandings on other matters where the intent and explanatory information are not carried with the report of many items coming from this side and taken up as affronts by the warring nations. It is regrettable that all seem to be looking for some excuse on which to hinge a protest of unfair treatment. Truly, Uncle Sam is placed in an unenviable position right now, and his friends abroad should see to it that the efforts of this or that belligerent to pin on him the badge of unfairness be not so twisted as to result in his receiving much more seriously unfair consideration from all. New evidences are seen every day that this is occurring constantly, but all of our friends in Europe, who complain of distorted tales reaching our shores via wireless and cable, should bear in mind the fact that the same injustice might result to the source of the messages *going from* this side. The little incident of the sawdust shows that this spirit is not always mixed with the consideration of many statements which the cable and the wireless put into the mouth of Uncle Sam. By using only parts of a statement it can be shown that, in the opinion of eminent scientists, black is white. Those across the water should remember this possibility.

Knife Whetting as an Art

Whetting, as an art, does not depend altogether on the skill of the man using the whetstone. As the painter must be skilled in the selection of colors and have the colors to select from, as well as being skilled with his brush, so also must a good mechanic who takes up the art of whetting consider the matter of the whetstones themselves. But whetters must not lose sight of the purpose of their art.

Proper whetting serves more good purposes than may be credited to it. Here, for example, is a point you may have overlooked. The longer you can keep a set of planer knives on a cutter-head doing good work before regrinding the smoother will be their work. In other words, in doing their work those that extend a little more than the others are worn more, and in the process of whetting them down one trues them up better than it is practical to do so by gauges in the original setting.

This should not be taken as an excuse for continuing the knives on the cutter-head after they need grinding, running them blunt, so that they pull heavily, or wasting time taking off metal tediously with the whetstone that should be taken off with the grinder. It should, however, he taken as a reason for grinding, whenever practical, with a view to long service on the cutter-head, and the maximum amount of whetting before the knives are to be removed. That is, it is an argument in favor of grinding the bevel back a little more than one might otherwise, and also in favor of hollowing it out so as to facilitate whetting to an edge from time to time, as the knife becomes dull from service.

This idea is perhaps most valuable in connection with working pine, cottonwood, and other soft woods. These permit of comparatively slender grinding, and one can humor the whetting in this way on soft woods more than is practical in working such hardwoods as oak, maple, birch and beech.

In connection with this point of advantage of keeping the knives on the cutter-head and continued whetting before regrinding, one should bear in mind that the better the whetstones the less time is wasted and the more satisfaction can be had from it generally. It is doubtful if the average man realizes the chances for discrimination and selection among the whetstone offerings of today. Just as much progress has been made in whetstones as in grinding wheels, and therefore there is not much excuse for a man to use a stone that does not cut rapidly and smoothly. Quite a varied assortment of whetstones can be had—some in natural stones and many in the artificial stones that are made on a scientific basis, as to grit and composition. The makers of artificial whetstones have studied the subject as carefully as they have studied that of grinding and other abrasive work, so that they can furnish stones for all purposes—some for rapid cutting, and others for slicking up and taking the wire edge off.

It is conceded by those who are in position to know that a soft rapid cutting stone is not good for taking off the wire edge and putting a keen point on a knife. It takes the hard slip or close-grained stone for this.

Investigate the whetstone business. Get an assortment. The more you learn about them, the more easily you will be able to do whetting to your satisfaction. Keep them in good working shape. There are a number of different methods of caring for them. Some men keep them immersed in a can of coal oil, others prefer different methods. Take your own choice of methods, or better yet experiment a little with the different methods as well as with the different stones. Soon you will not only learn that whetting is something of an art, but you will get some pleasure out of a job which heretofore has been too much of a nuisance to the average planer man.

To guard against tree repair fakers, or quack tree surgeons, the Massachusetts Forestry Association will inspect the shade trees belonging to its members, free of charge.

The Sale of Wood Ashes

Considerable inquiry is being made these days regarding a market for wood ashes. Heretofore there has been no regular market in this country, and the price has been too low to justify the collection or shipment of this article. Its principal value has been as a fertilizing agent, and it has not been able to compete successfully with potash obtained from mines, with commercial fertilizers manufactured from slaughter house waste, or with importations from the natural deposits of Chile.

The threatened scarcity of fertilizers on account of the disorganization of commerce due to the war, has changed values to such an extent that there is now a prospect that wood ashes may be sold at a profit. It should be clearly understood, however, that it is as yet only a prospect and not a certainty. There is no big fortune in sight in wood ashes, but the matter is worth looking into. Reliable information on the subject has been hard to get, because little was to be had. Nobody has been saving and selling ashes on a large scale in this country, though all practical farmers know that ashes are valuable to enrich soils of certain kinds.

Having understood that the burning and collection of ashes is something of an industry in Scotland, HARDWOOD RECORD recently made inquiries of the Board of Agriculture for Scotland at Edinburgh, concerning the manner of burning and collecting ashes in that country, and the prices obtained for the product. In reply the board of agriculture sent a bulletin recently printed, entitled "The Production of Potash Salts from Woodlands and Waste Lands."

MODERATE RETURNS

At this time there is threatened scarcity of potash in Scotland, the same as in America, and the board of agriculture has sent out printed instructions explaining how to burn ashes in the best way, what materials are best, and how to prepare the commodity for market. Exact prices are not quoted, which naturally could not be done, since value depends on analysis; but a probable value is named of $15 to $17 a ton for well-mixed ashes.

Persons in this country who are thinking of preparing ashes for sale can use those figures as a basis for calculating the returns, but of course they should be used in a very general way only. It would not be safe to depend strictly upon that as a price, and besides, the markets in Scotland and in America would doubtless differ, and there would likewise be differences in prices in different regions in this country.

It appears that a rather large part of the ashes bought and sold in Scotland is burned not from wood but from fern which in that country is commonly called bracken. It is a nuisance on many tracts, and pasturage is improved by clearing the bracken. Converting it into ashes is a convenient method of disposal. Ten acres of bracken land produce one ton of ashes. That would appear to be a small return for labor.

GRADES OF ASHES OBTAINED

Ash burned from fern is much richer in potash than the ash burned from wood. There is notable difference in the richness, and consequently in the value, of ashes produced from different parts of the tree. The portions richest in potash are the leaves, twigs, buds, and bark. Next is the branch wood, and finally the trunk wood, which is poorest of all. This fact should be considered by large sawmills which burn their sawdust. The ash produced from that part of the waste will be less valuable, ton for ton, than that burned from slabwood, which is largely bark.

The richness of ashes in potash is one thing, and the actual quantity of ashes that will result from burning different kinds of wood is another. Some woods, ton for ton, will yield five, ten, or even fifty times as much ash as another. Though ash from a certain wood may show poor in analysis, yet if this wood yields ten times as much ash as another which is richer in analysis, the former may be much more profitable.

In Scotland it is found profitable, under certain circumstances, to rake together leaves and twigs and burn them for their ashes. It is doubtful if that could be profitably done in any part of the United States. In Scotland ashes are saved from small portable mills which produce as low as twenty-five pounds a day. That would scarcely be attempted in this country. Large mills would produce several hundreds or even thousands of pounds daily from their furnaces.

It is a fact that large furnaces, with strong drafts, may draw three-fourths of the ash up the stack, and winds will scatter it over the surrounding country. If found practicable to save ashes for sale, the owners of large furnaces would do well to see whether the most of the ash remains in the box or goes out with the smoke.

Ashes should be sheltered from rain and other dampness. Salts are easily leeched out. Nothing will be made by selling ashes wet. They weigh more, but the purchaser fixes his price after analysis, and the chemist will see to it that no water is paid for.

In Scotland no ash is bought which has not passed through a three-sixteenth inch sieve. That screens out bits of charcoal, stones, and other impurities. The ash is stored and transported in bags, barrels, or bins in Scotland. It is assumed that in handling it in the United States arrangements could be made for transporting it in bulk, by the car or barge.

Logging Conditions Around Memphis

The weather throughout this territory has been much more favorable during the past fortnight. There has been comparatively little rainfall, and sunshine has predominated. The country roads are a great deal better than heretofore and the woods are also in much better condition for logging operations, which are beginning in a moderate way and there is a possibility of reasonable progress if favorable weather continues. There is really nothing new in the timber situation in this section. The supply immediately available for the mills, with the exception of a few of the larger manufacturing firms, is rather small and it will require some time before there will be anything like a normal amount ready for conversion into lumber, even if the weather remains good. This is due to the fact that so little was accomplished in getting out timber last fall and thus far this winter. Spring is practically at hand and, with increased demand for southern hardwoods and with manufacturing operations on an ascending scale, it is anticipated that timber will be brought out more freely and that as rapidly as possible the somewhat strained relations as between supply and demand will be gradually adjusted. However, manufacturers of southern hardwoods are laying emphasis upon the fact that the small amount of timber available makes it difficult to forecast large manufacturing operations and there are not a few members of the trade who believe that the situation will gradually increase in strength and that higher prices for lumber will result from the fact that production is below normal.

The crest of the rise in the Mississippi river has already passed Memphis and all danger of interference from high water has passed so far as the present rise is concerned. The highest stage reached here was thirty-six feet, which is only one foot above the danger line. There is practically no interference with lumber or woodworking enterprises in this city or section with a stage of less than thirty-seven to thirty-eight feet. Some alarm was felt among lumber interests a few days ago when unofficial forecasts were made of a stage as high as thirty-seven to thirty-eight feet. While lumber interests are congratulating themselves upon the fact that the present high water has occasioned no inconvenience, they are mindful of the fact that it is quite a while before the period of possible high water will have passed. As a matter of fact the most serious floods in the history of this territory have usually occurred from the early part of March to the first of May, and developments in connection with the Mississippi and its tributaries will be closely watched with a view to gauging the first sign of any possible danger from that source. It is possible that the present high water will result in increased log receipts by water to some extent, but no large movement of this character is anticipated.

Interesting Traffic Developments

While the case at issue deals with a yellow pine blanket area the hardwood industry is interested directly in the decision of the Interstate Comerce Commission last week in the litigation between the Wisconsin and Arkansas Lumber Company and the St. Louis, Iron Mountain and Southern Railroad Company. The complainants, who are producers of yellow pine in Arkansas, asked that the southwestern yellow pine blanket be divided at the Arkansas-Louisiana state line and that the northern half be given proportional rates to certain gateways lower than those existing from the southern half.

The commission held that neither the existing blanket arrangement nor the rates are shown to be unreasonable or unjustly discriminatory. It was held further that blankets co-extensive with areas of natural resources are often in the interest of the community at large, as they favor a wide and uniform distribution of necessary commodities. The commission pointed out that instances of individual hardship cannot be remedied on the evidence submitted in the case as it was insufficient for conclusions.

Lumber interests were disappointed last week when the points of greatest moment in the case of Vulcan Coal and Mining Company versus the Illinois Central were left for further hearings. This case took up the question of reparation for damages occasioned by the failure of the carrier to furnish sufficient cars upon reasonable request. Loss of profits on sales which were lost for this reason and the greater cost of mining due to restricted output were asked. Heavy losses are sustained each year in the same manner by the manufacturers of lumber. While the commission has not decided whether this question is within its jurisdiction or is one for the courts this important opinion was expressed: "Although a full car supply cannot be expected all the time, carriers must do more than provide themselves with sufficient equipment for the slack period of production."

A question that often has been raised in the hardwood districts is affected by the following findings handed down by the commission last week in the case of the Boise Lumber Company versus the Pacific and Idaho Northern Railway Company:

If the nature or value of a commodity offered for transportation is such as to demand an unreasonably low rate, there is no lawful obligation upon the carrier to meet this demand.

Saw logs are a low-grade commodity, the transportation of which for long distances may not always be logical or practicable, and in so far as concerns the administration of the law the carrier has discharged its duty in this respect when it has accorded reasonable and nondiscriminatory rates.

Extending undue credit to a shipper is a concession and a discrimination in the eyes of the commission. The decision was brought out by a California case in which the Sierra Railway Company, a short line, served the Standard Lumber Company. T. S. Bullock is the principal stockholder in the railway and in the lumber company. There has been a system of credits in vogue between the two companies as the railroad is furnished lumber, ties and other supplies by the lumber company, but the accumulating freight greatly exceeded the value of the supplies furnished. This resulted in the lumber company always being on the debit side of the ledger. This practice was ordered discontinued. It is stated that this is a widespread custom throughout the lumber producing districts.

After a lengthy contest several important lumber companies in Virginia lost their case against the carriers serving central freight association territory. The complainants allege that the rates on lumber in carloads from certain producing points in Virginia to consuming points of which Pittsburgh, Pa., and Columbus, O., are representative are unreasonable to the extent that they exceed what are commonly known as "Virginia cities" rates, and subject complainants to undue and unreasonable prejudice and disadvantage in favor of their competitors at points from which Virginia cities rates apply.

The commission holds that Virginia cities rates, including rates on lumber, were made to meet conditions of transportation and competition that do not exist at the points where complainants' lumber mills are located and that on the record presented, the rates in question, although higher than rates from the Virginia cities, are not unreasonable or otherwise in violation of the act.

Cancellation of the transit privileges at Jackson and Vicksburg, Miss., allowed the commission to dismiss the case of J. A. Adams & Sons Company versus the Vicksburg, Shreveport & Pacific.

The Parrott-Pope Lumber Company of Atlanta received an unfavorable ruling on the part of the commission in its demand for damages against the Louisville & Nashville railroad. The claim was based on alleged overcharges on lumber moving from Atlanta to Canadian points.

Arguments in the Chattanooga log rate cases will be heard in Washington March 10.

The following complaints were among the more important ones submitted to the commission during the past two weeks:

Nashville Tie Company, Nashville, charges that the Louisville & Nashville railroad's rates on white oak crossties are unreasonable.

Southern Lumber Company, Cairo, Ill., maintains that the rate on chair stock in the rough should take the lumber rate instead of three cents more than the lumber rate. The Big Four is the principal defendant.

Appalachia Lumber Company versus the Louisville & Nashville promises to be an interesting case. Certain hardwood rates are attacked between Virginia and New York points.

The Brown Brothers Lumber Company, Rhinelander, Wis., submits further complaints as to the rates on lumber from certain Wisconsin points to points within the switching district of Chicago.

The Bristol Door and Lumber Company, Bristol, Tenn., attacks the rates on building material to New Jersey points.

In the following important fourth section order it is provided:

That the Nashville, Chattanooga & St. Louis Railway be, and it is hereby, authorized to establish a rate on logs, all kinds (except walnut, cherry and cedar), carloads, minimum weight 40,000 pounds, from Memphis, Tenn., to Paducah, Ky., via Hollow Rock, Tenn., when reshipped from Paducah, Ky., to points north of the Ohio river, the same as the rate now currently in effect on like traffic via the line of the Illinois Central Railroad Company; and to maintain higher rates from intermediate points, provided that the present rates from said intermediate points are not exceeded, and provided further that rates from intermediate points shall not exceed the lowest combination of rates made on [illegible]

December Lumber Exports

The exports of hewed and sawed timber for the United States for December, 1914, make a poor showing when compared with figures for the corresponding month in 1913. For the former month the total to all the world was 16,556,000 feet, valued at $338,778; and for last December 1,579,000 feet, worth $30,139. The falling off amounted to ninety per cent, and was general in all markets. In France, Germany, Holland, Central America and Argentina, the cessation of the imports of timber was complete, and not one country showed an increase in this line of business. The figures for the years 1913 and 1914 indicate a sharp decline in the square timber trade. Exports during the first year totaled 471,197,[illegible] they were 324,626,000.

The showing was a little better for the export of lumber than for timber, but the decline was nearly sixty-six per cent, comparing December, 1913, with December, 1914. The decline in the exports of furniture was in the same ratio. No lumber was exported to Belgium, Germany or Holland during last December. There was slight change in the average value of all lumber exported. In the former month it was $22.58, and in the latter $22.62.

Pertinent Legal Findings

Milling in Transit Privilege

The right of a lumber company to a refund of the amount of the difference between local distance tariffs paid on inbound shipments of rough lumber and the milling in transit rate was dependent upon the company causing the lumber to be moved out under rates in force when the inbound shipments were made, and, hence, the finished lumber, having been shipped out on reduced rates put in force by lawful authority, there was no right to a refund. (Oklahoma supreme court, Walton-Chandler Lumber Company vs. St. Louis & San Francisco Railroad Company, 145 Pacific Reporter 340.)

Warranty of Title to Timber Sold

When timber is sold under a warranty of title, a third person who buys from the purchaser is entitled to claim damages for breach of the warranty, although the deed under which he took title contained no express warranty. (Tennessee Supreme Court, Galloway-Pease Co. vs. Sabin, 172 Southwestern Reporter 292.)

Taxability of Logs

When the owner of land parts with ownership of standing timber, some interesting and important rules of law relating to taxation of property come into play. Until then the land and the trees have been assessed as one entire piece of property. Afterwards and until the timber is cut, it is still properly taxable as a part of the real estate, but the law takes notice of the separate ownership of the trees, and makes the purchaser of the growing trees liable for the part of the tax assessed against them.

When trees have been cut they, of course, become chattels and are taxable as such. The main difficulty which arises often is determination of the place where the logs are taxable. The courts have frequently recognized the general rule that logs are taxable at the place where they are found on the day when chattels are assessable, and not where the owner resides. It has been decided, however, that, under the statutes of several states, including Michigan and Wisconsin, logs in course of transportation to a particular mill, where it is intended that they shall be manufactured into lumber, are taxable in the district where the mill is located. For instance, the supreme court of Michigan held that logs should be assessed for taxation at the place of manufacture, where, at the time the assessment was made, they were banked, ready for transportation to the mill, and were delayed merely on account of floating conditions of a stream. In another case, the same court decided that logs floating in a lake, so that, at the time fixed by the tax laws for assessment, they were actually in different townships, although intended to be sent to a particular sawmill, were properly assessed in the township where the mill was situated. In the same case, it was held by the Michigan court that under a requirement of the Michigan statutes all forest products be taxed in the township where found on a certain date in the spring, except that, where such property is in course of transportation to some point within the state, it should be taxed at that place, and that under another statute providing that logs piled in any yard or railroad reserve should be assessed to the person having control of the yard, reserve or place of storage—logs piled on the right of way of a private railroad owned and used by a lumber concern were assessable in the township where they were located at the date fixed by law for assessing personal property.

On the subject of the taxability of logs intended to be transported from one state to another, the general rule has been stated by the Kentucky court of appeals to be as follows: "Logs, ties, etc., are taxable within the state where they were cut until they are actually delivered to a common carrier for transportation to their ultimate destination, or are actually floating on their way, mere delivery of them in readiness for transportation being insufficient." The Minnesota supreme court adopted this rule not long ago by holding that where logs were cut, banked and boomed on the ice with intent of exporting them from the state but were not delivered to the initial carrier until after May 1—the assessment date—they were subject to taxation in Minnesota for the current year. In a still later case, the same court decided that, although logs had been floated many miles down the Mississippi, with intent to send them to an Iowa mill, they were nevertheless taxable at the boom where they were found May 1, being then held for the purpose of sorting, rafting and delivery to a carrier for transportation down the river.

Must Identify Logs to Levy Lien

An important judgment handed down by Judge McInnes in the county court at Vancouver, B. C., will, if sustained on an appeal, have a far reaching effect. It is that loggers and camp employes having a lien can claim on only those logs which they can identify. The decision was given in the case of seven loggers against J. J. Denman and William Symes, owners of limits at Holtham Sound, and Barney & Cardieff, contractors, who were employed by them to cut shingle bolts. The contractors hired the plaintiffs and fourteen others and agreed to pay them so much per cord. They worked for three months, and there being no money forthcoming on January 1 they put a lien on the bolts in the camp, which comprised only the December cut, the previous two months' cut having been sold. The lien covered claims for wages during the whole of the time they were working and was plastered upon the whole camp affecting work done by different gangs. The judge held that the loggers could claim only on the logs which they could themselves identify as having cut and cannot claim on logs cut in one month for their claims covering logs cut in previous months and which have been shipped out and sold, even though they were cut under the same contract. The judge further held that this applied not only to the loggers but to the camp cooks and others working around who could put a lien only upon logs then in the camp and which had been cut by the men for whom they were cooking.

Damages for Failure to Deliver Lumber

After it has been established that one who has contracted to sell a quantity of lumber has rendered himself liable in damages for breach of the contract, the question arises as to how much money can be recovered against him. This point arose in the Indiana case of Ferguson vs. Pape, 62 Northwestern Reporter 712—a suit to recover for defendant's failure to deliver certain logs and lumber. After finding that when the sale was made the seller knew that the purchase was being made for the purpose of resale by the buyer, the Indiana appellate court said that, under the general rule of damages, the buyer was entitled to recover the amount of his loss sustained on account of the breach, as a direct result of the seller's failure to deliver. "These damages are usually stated to be the difference between the contract price and the market value at the time and place of delivery. The law excludes uncertain and contingent profits as damages for breach of a contract, and also such damages as could not reasonably be supposed to have been in the contemplation of the parties at the time they made it as the probable result of its breach. If the lumber and logs in question had been purchased for the purpose of a special resale, and that fact had been communicated to the seller at the time of making the contract, the measure of damages would be the profit which would have accrued had the seller performed his contract."

Standing Timber Sales in Kentucky

Under the statutes of Kentucky an oral contract for a sale of standing timber is not enforceable, although immediate cutting and removal of the trees be contemplated, and although the trees be marked with the purchaser's brand. (Kentucky court of appeals, Burris vs. Stepp, 172 Southwestern Reporter 526.)

Liability for Injury to Employe

A lumber company engaged in operating a logging railroad is liable for injury to an employe who was knocked from a locomotive by a log which was negligently permitted to project too near the track, unless he was guilty of contributory negligence in failing to observe the presence of the logs. (North Carolina supreme court, Buchanan vs. Ritter Lumber Company, 84 Southeastern Reporter 50.)

Chicago Club Farewell Dinner

The sponsor of the social side of Chicago's lumber business, the Lumbermen's Club of Chicago, wound up three active and highly satisfactory years of existence on the evening of Saturday, February 20, at which time a final and farewell dinner and entertainment were tendered by the club to its members and visiting guests. There was no curb placed on the plan of the entertainment committee, which, headed by "Bill" Eager, surpassed itself in the variety and lively humor of the entertainment provided.

The dinner was a most impressive affair from a culinary standpoint and the beauty of it was, the further it went on the more impressive it became, as the entertainment committee had drawn up its plan in collaboration with the committee on liquidation.

The closing up of the affairs of the club comes as an altogether logical sequence of the completion of the plans for the Lumbermen's building, and for enlargement of the facilities and scope of the Lumbermen's Association.

The impressive quarters of the latter organization will provide just those added social and recreation facilities that gave to the club its excuse for existence, and now that the opening of the association quarters is imminent, the club would really have no logical claim on its members in the future, and hence its affairs are being liquidated under circumstances which pronounce the entire plan a complete and unmistakable success.

We would like to be able to put into type the sparkling, effervescent spirit of social, good fellowship which overflowed the club rooms on Saturday night. However, a severe cold in the head is usually not conducive to literary accomplishments, along these lines, of a satisfactory character. About all it is possible to do is to record the events as they were presented and to insure HARDWOOD RECORD readers that a surpassingly "good time was had by all."

As promised in the original announcement of the function, the business session was "very, very short," consisting mainly of the report of the liquidating committee, the most significant feature of which report was the statement that the club will issue a dividend to all members in good standing rather than being compelled to call upon them for an assessment to meet obligations.

Phil Gilbert of the Wisconsin Lumber Company closed up the business session without any prospect of its being reopened by requesting a vote of thanks to the officers, committees, etc. This much of the program having been accomplished, the chair was turned over to Toastmaster E. H. Defebaugh, who acquitted himself with remarkable versatility and with an unusual display of clever wit which he used in announcing the various features.

There was a generous arrangement for professional and amateur entertainment along prearranged lines, which was interspersed by oratorical efforts by some of the notables of the club, who acquitted themselves with varying degrees of success.

F. R. Gadd of the Wisconsin Lumber Company, second president, was selected to present retiring-president A. C. Quixley with a beautiful watch as a token from the club members. He took the opportunity presented of indulging his own oratorical bent for a few minutes prior to the formal speech of presentation. The gift was accepted by President Quixley with a good deal of feeling. Why shouldn't it be?

George C. King, retiring secretary, was also rewarded for his most efficient efforts in the secretaryship, with a similar token of esteem, the watch being presented by H. B. Darlington, who acquitted himself in a commendable manner considering his lack of experience in this line.

E. A. Thornton, whose name is necessary on any program of speechmaking, made a little talk on nothing in particular and involving a story of unusually effective point.

Others who talked were Bolling Arthur Johnson, R. S. Kellogg and C. B. Flinn. Mr. Flinn is one of the oldest men in years of age who belongs to the club, and had some interesting anecdotes to tell of the old days in the woods.

E. L. Thornton selected as the topic for his talk "The Early Days of the Lumber Trade in Chicago."

Ed. Lang, the first president, read a piece of prose which conveyed in no uncertain manner its idea.

Some of the members prepared a tableau, using as a theme the present war situation, with several dressed as European rulers and one as Uncle Sam. They carried out a little sketch that was supposed to represent the amicable settlement that would result from the intervention of "Uncle" in the turmoil across the water.

George Pope, the new president of the Chicago Lumbermen's Association, told of plans for enlarging the work of that organization.

President Quixley of the club closed the entertainment with a farewell talk, which was along just the proper lines to touch the sentimental feeling of those who have by their efforts and by their loyal attendance made the club the success which it has been.

E. A. LANG, FIRST PRESIDENT

A. C. QUIXLEY, RETIRING PRESIDENT

F. R. GADD, SECOND PRESIDENT

Forest Products Federation

The mass meeting of lumbermen, timber owners, and manufacturers which was set for February 24 and 25, at La Salle hotel, Chicago, for the purpose of organizing a Forest Products Federation, was called to order at 10:30 a. m. by R. H. Downman, chairman of the executive committee.

The United States was represented from all its parts. A number of persons were in attendance from the Pacific coast, while the Atlantic region, the Lake states, the South, the Plains states, and the central territory sent well-known lumbermen to the meeting. All the leading associations had one or more men present at the opening of the first session, and the attendance increased later.

The purposes for which the meeting was called were stated by E. A. Sterling, secretary, in a paper that touched only the main points by way of suggestions, and left the details and the working out of plans to those present. Little more than two months have passed since the idea of a federation of forest and lumber interests first assumed visible form; but within that time much work of a preliminary nature has been done. In addition to numerous letters written to individuals, more than 32,000 printed circulars and cards have been mailed from the Chicago office at 1621 Otis building, by the secretary and R. S. Kellogg, treasurer of the federation.

Mr. Sterling's paper, which might be called the preface to the meeting, pointed out certain things which dealers in lumber ought to earnestly consider. The first of these is that wood has held its ground chiefly because it sells itself, and that a time has now come when it is questionable whether it can continue to do so in the same way. Whatever steps may be taken to promote the uses of forest products, should consider all woods, and not those of particular regions or certain kinds. The movement, if it means anything, is broad enough to take care of all alike, with promotion for all and booms for none.

Mr. Sterling laid particular stress upon the fact that the field for the chief work lies outside the lumber business, not within. Buyers, not sellers, are the men to reach. The ultimate users are the ones who can make or mar the whole lumber business, because they are the court of last resort, to adopt or reject wood when it is presented in competition with other materials.

Building Codes

The report of the committee on building codes struck straight to the business in hand. The committee was assisted in the preparation of the report by the United States Forest Products Laboratory at Madison, Wis. That assistance was extremely opportune, because when the committee took up its work it discovered that there was no directory and little information covering that subject, and it appeared that building codes of the hundreds of cities which have or ought to have them could be consulted only after months of labor in bringing them together. It was found, however, that the Madison Laboratory had already done that work, and the director, Howard F. Weiss, placed in the hands of the committee a summary of the information desired.

It was declared that building codes constitute an unexplored field for lumbermen. They never consult them, and often do not know that such things exist; yet it frequently happens that these very codes do more than anything else to shut wood from places which it formerly filled and which it ought to continue to fill. The reason for that is, that a city's building code specifies what kinds of material shall be used in buildings, and if no lumberman or other person interested in seeing wood used has a hand in compiling the codes, the probability is that wood will get a shabby deal, and that is exactly what it has been getting.

Other building materials are looked after by persons whose business it is to do so; but it seems to have been nobody's business to look after wood when most of the building codes were made up. In fact, it was intimated that the most prolific writers of building codes in the United States are the insurance companies. One city which found that the cost of preparing a code would exceed $15,000 was generously offered one free by the insurance people.

Figures were quoted to illustrate the enormous inconsistencies contained in different codes in specifying strength and other properties demanded in building timbers. Variations ran as high as 200 per cent in some instances. There seems to be no standard whatever in wood, according to the wild and meaningless specifications discovered in comparing the code of one city with that of another. That is because nobody is looking after the interest of wood when the codes are being compiled.

Whatever gets in, as specifications, must be complied with by the lumberman who furnishes the stuff; and what chance has he, compared with the steel, stone, cement, and tile dealer who finds practically the same specifications in his lines (and reasonable specifications) everywhere? The interests of all dealers in building materials are looked after by competent experts, except wood, and that has been left to chance and the tender mercies of its enemies.

One of the first things the Federation should do, according to the committee's recommendation, will be to make it somebody's business to look after wood and see that it gets proper consideration and receives just recognition in the building codes of towns and cities. It was shown by statistics that in some cities there is a heavy decrease in the number of frame buildings erected; and the blame for it is placed on the pitiful consideration accorded wood in building codes, and to the energetic campaign carried on by the sellers of substitutes. There is just now a strong tendency in the country to revise building codes, and now is the time to get in the best licks.

It was further urged that steps be taken to standardize the names of woods; to adopt and use one name only for each wood. At present, some common woods have three or four names, and when used in specifications, confusion and serious misunderstandings often result. One name should belong to one wood, no matter where it is bought, sold, and used. The code committee consisted of J. V. O'Brien, chairman, E. H. Burgess and W. W. Knight. Mr. Burgess read the committee's report.

Among the men who spoke on the building code question were Howard W. Weiss, of the Madison Laboratory, Herman von Schrenck and Julius Seidel of St. Louis.

Right and Wrong Methods of Promotion

A discussion in which a number of prominent men took part was introduced by Robert D. Kohn of New York, president of the National Fire Protection Association, under the text: "The Right and Wrong Way to Promote the Use of Wood in Buildings." The speaker said he was a practical architect and spoke from his knowledge of that subject and from his experience in New York and elsewhere. He said that two causes were open to the Federation. One he called the open democratic policy, the other the dog-in-the-manger policy. If the former is followed, wood will be pushed only along those lines where it can be wisely used; but if the dog-in-the-manger course is adopted, there will be a fight against every material that can take the place of wood, regardless of whether it is better or worse than wood. Hope was expressed that the latter course would not be followed.

Lumber interests have not gone to enough pains to prove their case, said Mr. Kohn. They should make sure of their facts and figures, and then drive them home in a way to make them stick. For instance, the speaker gave it as his opinion, and as the opinion of other architects of his acquaintance, that wooden floors, properly laid, and properly isolated by partitions, do not increase fire risk in tall business blocks; but lumbermen have taken no trouble to prove this, or to furnish figures and facts, or to convince architects that it is so. He expressed a similar opinion regarding wooden trim in tall buildings; but lumbermen seem to have lain down and have not taken advantage of the opportunity to push wood into that important place. All the propaganda has been against wood for that place, nothing to help it along. Nearly the same thing was said of heavy wooden beams, of suitable kinds, in New York. The impression has gone out in that district that good heavy timbers can no longer be had, so architects are specifying steel. At the same time there are

billions of feet of as good timber for heavy beams as there ever was; but the people who want to use such beams do not know it. It is up to the lumberman to show them, and to tell them where they can get the kind of stuff they want, and to make it easy for them to get it. That has not been done.

Speakers who occupied the floor while this topic was under discussion were R. A. Long and J. R. Moorhead of Kansas City, and J. E. Rhodes of New Orleans, secretary of the Yellow Pine association. Mr. Long added his opinion to that of Mr. Kohn that the lumbermen should confine their campaign solely to pushing wood into places where it is safe and wise to use it, and steer clear of a policy of indiscriminate attack upon substitutes or competing materials.

Lumber on the Farm

The topic on the program was "Relation of the Farm Press to the Lumber Industry," but the speaker, Frank W. Lovejoy, of the *Wisconsin Agriculturist*, announced that the title did not exactly indicate the direction he expected his remarks to take.

The speaker insisted principally upon the fact that the lumberman has an advantage over the sellers of most substitutes when the farmer is the buyer. That is because most farmers have always been familiar with wood and know how to work with it, but have never learned how to lay tiles, place cement, and fit metals. In buildings and repairs about the farm, the farmer expects to do some of the work himself at odd times, and he knows how to handle wood. He is predisposed in its favor. Other things being equal, he will buy lumber for buildings, fences, and repairs.

But other things are often not equal, the way matters have been going lately, because the farmer, when he reads his agricultural papers, as all do these days, is constantly face to face with all manner of advertisements of substitutes, and seldom reads anything about wood. Constant dinning in his ears of cement, tile, felt, iron, and other building materials gradually leads him to buy them. He often uses them really against his will, or at least against his former judgment, and it is because of the activity with which these materials are pushed by their manufacturers.

The remedy consists in organizing a similar push for lumber in agricultural papers. Do not let farmers forget lumber. Keep it before them constantly, so that, when they are ready to buy stuff for buildings and repairs, lumber will be the first thing to come in their minds.

WEDNESDAY AFTERNOON SESSION

Adolph Pfund, secretary of the Wisconsin Retail Lumber Dealers' Association, reported as chairman of the committee on comparative costs of building construction. The report proper was prepared on request of the committee by J. Norman Jensen, engineer of the building department of Chicago. The tone of Mr. Jensen's paper was very favorable to lumber. The thought brought out was that cost comparison tests based on standard and typical specifications and plans prepared by leading architects and on bids by competent contractors showed mill construction to be considerably cheaper than concrete construction, and frame construction much less in cost than brick and stucco residences. Mr. Jensen came out openly in the statement that practical engineers in charge of city construction have no doubts whatever on this question, and are surprised at the popular impression to the contrary.

In closing, Mr. Jensen gave seven suggestions which must be followed out to prevent the lumber market from being reduced to a point that would jeopardize the industry. They are:

1—The collection of specific and scientific information on utility of all kinds and classes of lumber.

2—Actual tests of strength of various woods so that engineers can figure with definite and dependable information before them.

3—Lumbermen should publish a handbook for broadcast distribution giving handy tables showing all necessary technical information and similar suggestions.

4—Tests should be made to make wood fire-retardant.

5—Arguments covering all favorable points of wood should be prepared and spread broadcast.

6—In advocating wood to city officials, lumbermen should confine themselves purely to actual technical data.

7—A general educational campaign on proper uses of wood should be launched.

In commenting on the report, Julius Seidel of St. Louis said lumbermen should advocate the delivering to building jobs of lumber cut to size instead of in the rough. The report will be reviewed more fully in the March 10 issue.

Wood Is Safe

C. F. Weihe of Chicago read a lengthy but remarkably fruitful report analyzing the charge of great inflammability raised against wood. The report is too meaty to give it proper justice in a review in this issue. It will be reviewed fully in the issue of March 10.

The conclusions (all based on provable facts) are as follows:

1—That large and frequent fires are not traceable to wood.

2—That the problem of genuine fireproof construction has not been solved.

3—That inflammable contents are not made less so in fireproof construction as illustrated by many famous fires in which contents fed the flames.

4—That the fact that wood is consumed with a flame whereas so-called fireproof substitutes are not is a much less objectionable trait than the tendency of substitutes, such as iron, steel and concrete, to warp, twist, crack, crumble under heat or when water is applied, and to do so without notice thus increasing the hazard to life.

5—That reasonably fireproof construction, contents not considered, is excessively costly while mill construction on proper lines will be inexpensive and will easily resist fire until fire fighters arrive.

6—That every effort to reduce the nation's fire loss be supported by the federation as lumbermen but that the federation protest against depreciatory and false statements and literature pertaining to wood when all fire records here and abroad show them to be false.

7—That the greatest direct cause of fire is lack of methods for eliminating conditions leading up to fire.

8—That instant adequate action is necessary to conserve woods market, that finance committees be formed to immediately raise funds, and that a publicity committee to promulgate truths and contradict falsehoods is advisable.

9—That a legislation committee with paid council to combat legislation inimical to wood is necessary.

10—That the only way of collecting and compiling statistics is through a permanent and well-backed organization, and that these statistics and data favoring wood be given country-wide publicity.

Other conclusions had to do with fire statistics, showing them to be meager and hard to obtain. Stringent personal responsibility laws in Europe are responsible for small loss ratio rather than type of construction. The report says that the personal equation and the contents of buildings are the main factors affecting fire losses and suggests that existing insurance evils be legislated out.

The report closed with recommendations. The first urged the establishment of conditions making possible the federal control of insurance companies, and in the event of this being impossible to provide for state insurance in all states. The second recommended that the federation organize itself for educational purposes with proper committees to adequately combat the agitation against wood as a building material and organization, publicity and legislation committees.

Timber Owner's Viewpoint

E. T. Allen, forester of the Western Forestry and Conservation Association, spoke briefly on the topic, "The Timberland Owner's Interest in Promoting the Use of Wood." He dealt principally with statistics of supply, and pointed out the enormous resources which the American forests still contain, after the people have drawn upon them during generations. He said that some of the supplies of the far West were not likely to go to market soon, because they are at present out of reach; but their time will come, though in some lines probably not until they are called upon to supply markets which eastern timbers will no longer be able to fill.

That is necessarily in the future. The timber may stand a long time before it will be called for. Present investments will increase all the time, through the accumulation of interest, insurance and taxes, so that future sales on the stump must be made at greatly increased figures, if the timber owner is to receive any profit from holding his timber so long. The owner's interest lies in seeing the uses of wood increase, methods of manufacture improve, and markets expand, so that when timber is put up for sale in the future, it will bring enough to recompense the holder for his long wait.

SECOND DAY'S SESSION

The second day of the Forest Products Federation opened with a report by the shingle committee, consisting of F. H. Hofheins,

E. H. Shaffer, George E. Watson, James Costello, and G. A. Thompson. The gist of the report was that the fire risk from shingles has been much overestimated in public opinion, and statistics collected in all parts of the country were submitted to prove that most of the blame laid on shingles has been undeserved.

Manufacturers, wholesalers, and retailers, both east and west, took part in the discussion which followed the reading of the report. It was suggested that the shingle business could be bettered if the manufacturer would grade his product better, if the retailer would push the sale of the best grades rather than the poorest, if some concerted effort were made to have only good nails used, and if the carpenter who puts the roof on would see that the lumber foundation for the shingles is thick enough and of sound wood, so that the roof will not go to pieces on account of failure of its foundation.

A paper dealing with safety in wood construction was to have been read by James P. Whiskeman, chairman of the committee on approval of materials, but he was unable to be present, and a letter from John W. Hardy, of the American Society for Fire Prevention, was read instead.

Carpenters in the Fight

An address by Frank Duffy of Indianapolis, member of an organization of 260,000 carpenters in the United States, was listened to with interest. His subject was: "How Can Carpenters Promote the Uses of Wood?"

Mr. Duffy said that carpenters can fully sympathize with the lumberman's fight against substitutes, because they face that fight all the time and at every time. When they work to retain the use of wood where it should be, they are helping the sale of lumber. The interests of the carpenter and the lumberman are identical in that particular. Each is an enemy to the unwarranted use of other materials in places were wood is better.

THURSDAY AFTERNOON SESSION

A. T. Gerrans opened the Thursday afternoon session with a report of committee No. 5 on promotion. He outlined the comprehensive and exhaustive publicity campaigns as carried on by substitute interests showing the intricate scheme of development and promotion work financed at a great cost by individuals and associations, and reviewed specific cases.

In conclusion he said that the controlling factor is the amount of money available not only for the advertising work, but for all kinds of educational and development work along modern merchandising lines.

Dr. Herman von Schrenk of St. Louis addressed the meeting on "Modern Uses of Wood." He expounded his views regarding the proper manner of procedure in following out the plan previously outlined. His most emphatic contention was that lumbermen must be frank in admitting lumber is not pre-eminently fitted for use for every purpose, and that they must be broad enough to admit the superiority of certain other commodities to be used in certain places.

Dr. Von Schrenk maintained that the educational campaign should indicate the defects of lumber and the best ways of meeting them.

He stated that there is bound to be a closer specification of various classes of lumber for various uses, and illustrated his views with descriptions and methods in vogue abroad in the lumber business and in this country in the steel and packing businesses.

"Money invested will come back one thousand fold because wood already has the advantage in that it is a popular commodity surrounded with more or less sentiment which gives to lumbermen an advantage at the start. The only thing left to do is to get up and shout. If you don't do that, the Lord help you.

After a general discussion of the subject, the chairman called for the report of the executive committee on permanent organization, which was delivered by A. T. Gerrans. The report opened with discussion of the function of the mass meeting, outlining it as an aim to bring together the representatives of the lumber industry in order to crystallize sentiment in favor of promoting the rightful use of forest products, through the endeavor to meet the more detailed and specified demands of consumers. Mr. Gerrans compared efforts of substitute manufacturers to adapt their products specifically to specified purposes with the supine indifference of the lumbermen to consumers' requirements.

The report states that the fundamental aims of the organization are the development of the lumber market, the education of the consumer of lumber and forest products, to promote in legitimate ways the use of wood wherever it is the best available material or where it can be made equal to other materials for specified purposes.

It recommends that the work be carried on by the National Lumber Manufacturers' Association in a department known as the department of trade extension, to be administered with the assistance of an advisory committee, composed of the chairman of the federation, a representative wholesaler, retailer, consumer, a timberland owner and two manufacturers.

The initial activity covers:

1. Compilation of full details and reliable information on fire losses, insurance rates, building codes, uses of wood, substitutes for wood, anti-wood legislation. 2. To co-operate with and assist other organizations of woodworking and consuming interests; 3. To disseminate information by speakers, bulletins, newspapers and magazine articles, exhibits, advertising, etc., upon the properties and uses of wood. 4. To oppose unfair discrimination against wood in building codes, regulations, ordinances, legislation, etc; 5. To conduct technical investigations of the properties of wood as a construction material. 6. To develop and extend practical fire prevention methods and processes.

The plan proposes an organization under a manager who will be the administrative head; to be assisted by a statistician, a construction engineer, and a publicity expert.

The financial aim shall be the creation of an annual fund of $200,000 for five consecutive years, and that the work be started when a fund of $50,000 a year for five years is assured.

The report was adopted as read.

President Downman expressed his sentiments still further in closing on receiving a motion for adjournment, by saying:

"I hereby declare the meeting adjourned 'sign or die.'"

Hepburn Case Decided in Favor of Shipper

The supreme court interpreted the Hepburn rate law in a decision handed down February 23 as authorizing the Interstate Commerce Commission to award damages to shippers for unfair rates and discriminations, no matter what the date of such unfair practices might be, the only provision being that claims must have been filed prior to August 28, 1907, at which time, according to the decision the act went into effect.

The case was decided on a suit of New York coal dealers involving $116,000, the Lehigh Valley Railroad being the defendant, for claims dating back to 1900, and the first year after the law went into effect thousands of other claims were filed, and this decision will be in favor of the shippers.

Demand for Lower Grades

Those familiar with the walnut situation report that the demand for No. 1 and No. 2 common has been picking up during the past few months, and that the experience of consumers who have been using these grades has been very satisfactory.

"The demand for firsts and seconds for war purposes has been unusually large," said a lumberman who is in close touch with the walnut business, "and this has naturally caused values to advance, and the supply, relatively, to be less than it is in other grades. Consumers who have been wise enough to appreciate the conditions have been trying out the lower grades, which are selling for less, in proportion to intrinsic values, than firsts and seconds, on account of the difference in the demand. They found that, after figuring waste and additional manufacturing expense, they have been able to make a very satisfactory showing, and in many cases will use the grades below firsts and seconds regularly hereafter, assuming, of course, that relative values remain unchanged."

The experience in the use of walnut recalls the oak situation a few years ago, when consumers thought that nothing worse that a first and second board would do for furniture manufacturing. Some of the leaders finally realized that they could cut up the lower grade stock to better advantage, price considered, and since then No. 1 common has been used right along in that field.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envolepe.

B 863—Wants to Buy Dimension Stock and Maple Strips

Detroit, Mich., Feb. 16.—Editor HARDWOOD RECORD: We are using about two cars per week of clear, straight grain maple strips free from knots, shake, and wane, and suitable for bending into automobile steering wheel rims, thickness $1\frac{1}{16}''$, width $1\frac{3}{4}''$, half of which to be 51" long, half to be 55" long, and can use either green or dry stock. If green stock is used, however, pieces must be cut ⅛ of an inch larger in thickness to allow for shrinkage.

We also use large quantities of clear straight grain maple strips free from knots, shake, and wane, and suitable for bending into automobile steering wheel rims:

Length	Width Dry	Thickness preferred dry
62"	$1\frac{7}{8}''$	$1\frac{1}{8}''$
56	$1\frac{7}{8}$	$1\frac{1}{8}$
62	$1\frac{7}{8}$	$1\frac{1}{8}$
57	$1\frac{7}{8}$	$1\frac{1}{8}$
66	$1\frac{7}{8}$	$1\frac{1}{16}$
62	$1\frac{7}{8}$	$1\frac{1}{16}$
81	2	$1\frac{1}{4}$
75	2	$1\frac{1}{4}$

The above lengths are what we must actually have to work, and strips should be free from end checks and splits or due allowance made for same so that each strip will produce a good sound piece the length given above.

If you are unable to furnish strips, possibly you can furnish lumber from which we can saw same here, arranging, of course, to furnish stock in multiples of the length mentioned—that is, for the 51 and 55-inch stock we could use boards either nine, ten or fourteen feet long, etc.

About 85% of all the stock we use is $1\frac{1}{16}''$x$1\frac{3}{4}''$x51" and 55".

This is a steady business and should prove a good outlet if you can make us the right kind of a proposition. Kindly advise whether or not you are in a position to furnish material as above and if so, whether you can furnish green or dry stock, and your best price, F. O. B. Detroit, and be sure to state how soon you could make shipment in the event of our sending you an order, and how many cars per month you could furnish.

———.

Interested parties can have the name of this party by addressing HARDWOOD RECORD.—EDITOR.

B 864—Wants to Buy Basswood Strips

New York, N. Y., Feb. 19.—Editor HARDWOOD RECORD: We are in the market for two or three carloads of 4/4x5" basswood strips. This should be an easy grade of lumber for a mill to sort out, which is manufacturing much basswood, as they may contain any amount of sound stain, but we do not want any large knots. A small pin knot will go or one large knot in a 14 or 16′ piece, if not over 2′ from the end. In other words, give us a 12′ cutting without large knots. We want to get these strips delivered New York. At the right price we can give you an order for two or three carloads, which will be paid for in cash. ———.

This seems a good opportunity for a market for this kind of stock. —EDITOR.

B 865—Wants List of Walnut and Poplar Log Exporters

Montreal, Que., Feb. 16.—Editor HARDWOOD RECORD: Will you be good enough to send me personally a list of a few exporters of walnut and yellow poplar logs? We want these for veneer purposes. We would very much appreciate any information you may be able to give us.

———.

The writer of this letter is the purchasing agent for a large consuming institution in Montreal, and those interested should correspond with HARDWOOD RECORD.—EDITOR.

B 866—Wants Information as to Proper Care of Persimmon and Hickory

Chicopee, Mass., Feb. 16.—Editor HARDWOOD RECORD: Have you any literature pertaining to the proper method of caring for persimmon and hickory? What we are most interested in is the elimination of the possibility of worms getting into the stock. Our hickory pieces measure 1x1x48" long, and our persimmon blocks are about 9" long x3¾" square. All of this stock we, of course, keep under cover, and the sheds we have are very well ventilated, and the hickory squares are also piled in such a manner that there is a very good circulation of air. We assure you any information you can let us have will be very much appreciated.

W. H. TOMLINSON,

Purchasing Agent, A. G. Spalding & Bros. Manufacturing Company.

HARDWOOD RECORD has given to the inquirer such information as it has available, but would appreciate the result of experiences of manufacturers and others handling this class of stock.—EDITOR.

B 867—Wants to Buy Sound Props and Pit Props

New York, N. Y., Feb. 16.—Editor HARDWOOD RECORD: I have an inquiry from one of our foreign customers for a lot of sound props 4" in diameter, 6½′ long, peeled or unpeeled, for delivery to nearest seaport for export; one lot of pit props 3 to 7" in diameter, 2 to 9′ long, for delivery to the nearest seaport for export. We want the first item delivered preferably at Gulfport or Galveston, or, in fact, can use it at any Atlantic seaport. The second item may be delivered to any Atlantic seaport.

———.

Interested parties should communicate with HARDWOOD RECORD.—EDITOR.

B 868—Considers Hackberry for Veneer Cores

Menomonie, Wis., Feb. 12.—Editor HARDWOOD RECORD: Will you please advise us as to the advisability of using hackberry lumber as a corewood to veneer over, and of any peculiarities of this wood that we ought to know? We would indeed be pleased to receive an early reply.

———.

To this HARDWOOD RECORD has replied as follows:

The only sure test of the suitability of hackberry for corewood is to try it. There seems to be no report of its use for that purpose. Theoretically, it should act about like elm, it being a member of the elm family; but the wood is really more like ash than elm, except that it is not so hard or so strong as ash.

Some complaint has been heard of hackberry's liability to be bored by insects; but that probably would not occur in veneer work. No technical report is known, showing its habits of shrinking, swelling and warping; but its general behavior in that respect is much like ash.

HARDWOOD RECORD would appreciate information on this subject which might be furnished by anyone experienced in handling hackberry for this purpose.—EDITOR.

B 869—Wants Information on Quarter-Sawing

Monroe, Mich., Feb. 13.—Editor HARDWOOD RECORD: On page 43 of your current issue we find a very graphic illustration or method of cutting oak lumber. The writer has frequently been asked to explain how quartered oak is cut, and we are wondering whether you have available an illustration showing cross section of a log as it is cut for quartered oak. We would appreciate your favoring us with the above, if possible.

———.

HARDWOOD RECORD has given this inquirer, who is with an important woodworking concern, what information it has available on the question of quarter-sawing. Of course quarter-sawing methods change materially with the timber and with the ideas of the sawyers engaged, and HARDWOOD RECORD would welcome any new thoughts along this line that subscribers might care to submit.—EDITOR.

B 870—A Note of Optimism

HARDWOOD RECORD has received a good many optimistic letters in the last few months, but most of them were presaging better business rather than denoting actually favorable experiences.

The following is a letter from a large concern in Wisconsin, which manufactures hemlock and hardwood lumber.—EDITOR.

Phillips, Wis., Feb. 13.—Editor HARDWOOD RECORD: We are pleased to advise that the outlook is much brighter and we have been able to secure some very good contracts for future delivery. ———.

B 871—Wants Market for Hickory and Ash Dimension

The following letter speaks for itself:

Chicago, Feb. 15.—Editor HARDWOOD RECORD: We have a considerable amount of waste of bone dry hickory in both No. 1 and No. 2 grades which can be cut into the following sizes: 1½x1½x16, 26, 30, 32, 33, 36, 39 and 42" long; 1¼x1¼x14 and 16" long; 1¾x1¾x66" long. We will let this stock go at a very low price and will appreciate it if you can put us in touch with some firms who will be interested.

We also have some waste in white ash that we would like to dispose of. The stock is 3" thick, 6" to 14" wide and 12" to 30" long, with an average length of about 20".

We will be glad to cut up this stock into smaller dimensions and let it go at a very reasonable price in case anyone could use it. ———.

Those in a position to use the stock can have the name of the inquirer by writing HARDWOOD RECORD.—EDITOR.

B 872—Wants to Buy European Ash

Chicopee, Mass., February 23.—Editor HARDWOOD RECORD: We are desirous of securing Norwegian ash. Please advise names of shippers.

———.

Norwegian ash and European ash are the same, botanically known as *Fraxinus excelsior*.—EDITOR.

Clubs and Associations

Southern Pine Association Established in New Quarters

The Southern Pine Association announces that on Saturday, February 20, it established its new offices on the sixth floor of the Interstate Bank building, New Orleans, La., which offices occupy practically the entire floor. The office has been laid out to facilitate the big work the association has under way.

In speaking of the last meeting of the Southern Pine Association, Secretary-Manager Rhodes says that the work includes every phase of association activity that can be legally carried on. It includes inspection of lumber at mills once every thirty days at least, and the handling of special complaints with the utmost dispatch.

A traffic department will also be included and the accounting department will investigate the sawmill cost accounting and recommend special forms. It will also endeavor to determine actual value of yellow pine stumpage.

The research department will include scientific investigation of all questions dealing with the proper use of yellow pine, and will co-operate actively with the advertising department in furnishing the latter with material for a proposed campaign. Other departments will be the legal department, the forestry department and a statistical department.

Officials Confer on Future of Hoo-Hoo

At an important and enthusiastic joint meeting held at Chicago on February 23 of the House of Ancients and the Supreme Nine of the Concatenated Order of Hoo-Hoo, specially called to consider the condition and the future of the order, it was unanimously resolved to go ahead with this great organization of lumbermen of America, which now has an active membership of 13,000 throughout the world; to immediately take steps to put it on a firm and substantial business basis, and to increase its usefulness. Supreme Snark E. D. Tennant of Winnipeg, Man., and Supreme Gurdon George H. Grayson of Graysonia, Ark., will immediately take temporary charge of the executive offices of the order at St. Louis, until such time as a competent secretary or manager can be selected and installed.

It is understood that the joint governing boards in session here today will speedily issue to all members an announcement of future plans for organic changes.

West Virginia Lumbermen to Hold Meeting

The first annual meeting of the West Virginia Lumber and Builders Supply Dealers' Association will be held at the Chancellor hotel, Parkersburg, W. Va., March 10 and 11. The association was organized on April 4, 1914, there having been no state organization of that character up to that time.

The association has grown in strength and the membership fairly well, considering the fact that very little membership work has as yet been done. There are now over one hundred members. The association has been incorporated under the laws of West Virginia and it is hoped that it will eventually be one of the largest organizations of this kind in the country, as all builders and supply dealers are eligible.

Resolution on Resignation of J. E. Rhodes

At the recent meeting of the board of governors of the National Lumber Manufacturers' Association in Chicago the following resolution was unanimously adopted regarding the resignation of Secretary Rhodes on January 1, 1915:

RESOLVED, That while it is with a unanimous sentiment of regret that we have accepted the resignation of Secretary Rhodes, we do so because we realize the importance to the lumber industry of the country of an efficient organization of the yellow pine manufacturers, and knowing as we do, that no one else is perhaps so well fitted to develop and perfect such an organization as Mr. Rhodes, we wish him the utmost success in his new undertaking, and in behalf of the National Lumber Manufacturers' Association, stand ready to promote in every way possible, the work of the Southern Pine Association.

Philadelphia Lumbermen Discuss Tax Question

The Philadelphia Lumbermen's Exchange held its regularly monthly meeting preceded by a luncheon on the evening of February 4, Vice-President Charles M. Chesnut in the chair. At this meeting J. Randall Williams, Jr., as chairman of committee representing the exchange at the thirty-fourth annual convention of the American Forestry Association held in New York January 11, made a lengthy and very interesting report of the work carried on by that body.

An animated discussion of the question of taxing all houses doing a mail order business was a feature of the meeting. It appears that a bill is before Congress which refers to a tax being placed on interstate mail order business and which requires that houses conducting such a business shall keep an accurate and complete account of all goods, wages, and merchandise of every character and description sold, together with the actual selling price of the same, with any and every state of the Union; that the tax shall be apportioned among the several states at the rates of the actual amount of goods sold in such state, and that the tax so apportioned shall be paid by the Secretary of the Treasury to the various state treasurers entitled to said tax, to be used in such manner and for such purposes as the state may desire. It is said many of the mail order houses pay no tax in those states in which they do business. During the discussion it was remarked that such a tax would hit every manufacturer, wholesaler and retailer in every line of business, for there is not a firm in any line that does not at times write a letter to customers on certain goods they want to sell, consequently would come under that act. It was decided at this meeting that the matter be placed in the hands of the legislative committee to investigate and report at a later meeting.

J. Randall Williams, Jr., made a motion that the secretary of the exchange appeal to its members to make voluntary contributions in the name of the exchange, to be used by the Emergency Aid Society, for distribution among the city's poor. This motion was carried.

Producers and Consumers Get Together on Grades

In accordance with the action taken at a meeting held on January 5, 1915, committees representing the Federation of Furniture and Fixture Manufacturers and the National Hardwood Lumber Association met in Chicago, Wednesday, February 17. The Federation of Furniture and Fixture Manufacturers was represented by the following: George A. Buckstaff, chairman; John D. Spalding, Frank Ackley, E. K. Pritchett, W. H. Kinder.

The National Hardwood Lumber Association was represented by the following: Hugh McLean, chairman; J. W. McClure, C. R. Mengel, A. R. Owen, D. H. Day, G. Von Platen, C. A. Goodman, J. L. Benas, Theodore Fathauer, E. D. Walker, Chas. H. Barnaby, E. V. Babcock. At the close of the conference the following resolutions were adopted:

RESOLVED, That pursuant to the request of the inspection rules committee of the Federation of Furniture and Fixture Manufacturers, the National Hardwood Lumber Association appoint a special committee of five for the purpose of conferring with a committee of like number representing the Federation of Furniture and Fixture Manufacturers on the subject of inspection rules and to conduct such test inspections as may be mutually decided upon; the object of such conference being to endeavor to harmonize as far as possible such differences as may be found to exist and to bring about a closer co-operation between the organizations represented; and be it further

RESOLVED, That this action is taken in consideration that the Federation of Furniture and Fixture Manufacturers will accept the present standard of inspection of the National Hardwood Lumber Association as the basis for inspection until final report of the joint committee is rendered.

Owing to the absence of Robert W. Irwin, president of the Federation of Furniture and Fixture Manufacturers, the special committee from that organization cannot be announced at this time, and President Babcock of the National Hardwood Lumber Association states that a committee of five will be appointed by the National Hardwood Lumber Association in the near future.

New Committees of Chicago Association

The following committees were appointed at a meeting of board of directors of the Lumbermen's Associaton of Chicago, February 9, 1915:

TRAFFIC COMMITTEE: A. Fletcher Marsh, chairman, F. T. Boles, Herman H. Hettler, John G. Hodges, W. M. Hopkins.

INSPECTION COMMITTEE: L. W. Crow, chairman. Pine, Edmund A. Allen, Geo. D. Griffith, V. F. Mashek, Geo. T. Mickle. Hardwood, O. O. Agler, S. C. Bennett, W. M. Hopkins, H. H. Kreutzer.

MEMBERSHIP COMMITTEE: F. L. Brown, chairman, F. J. Heitman, F. J. Pike, A. H. Ruth, Al. Wallerstein.

ENTERTAINMENT COMMITTEE: L. E. Rollo, chairman, C. C. Collins, J. H. Dion, John S. Hurd, J. L. Lane, H. D. Welch.

TRADE RELATIONS COMMITTEE: F. H. Heitman, H. H. Kreutzer, G. H. Holloway, Geo. D. Griffith, J. F. Halpin, M. S. Porter, E. W. Dierssen, A. A. Sistek.

PUBLICITY COMMITTEE: Paul Schmechel, chairman, Hamilton Daughaday, L. H. Dodd, Peter DeVries, Fred D. Smith.

FINANCE COMMITTEE: Murdock MacLeod, chairman, E. W. Dierssen, W. O. King, A. T. Stewart, E. A. Thornton.

CREDIT COMMITTEE: Geo. A. Miller, chairman, E. H. Burgess, Peter DeVries, C. E. Gamet, Geo. G. King, F. J. Pike, A. H. Schoen.

HOUSE COMMITTEE: J. H. Dion, chairman, F. T. Boles, F. L. Johnson, Jr., F. B. McMullen, E. A. Thornton.

Doings of the Memphis Lumbermen's Club

The Lumbermen's Club of Memphis, at its semi-monthly meeting at the Hotel Gayoso February 13, voted an appropriation of $50 to the Forest Products Federation at Chicago, which is doing everything in its power to offset the campaign in behalf of substitutes for lumber. A letter was received from this organization a short time ago asking for assistance from the Lumbermen's Club of Memphis. The subject was referred to the publicity committee and the latter, at this meeting, voted to give the sum indicated. It was also decided that a list of the members of the Lumbermen's Club of Memphis would be sent to the Forest Products Federation at Chicago so that those identified with the former may have all the information disseminated by the latter in its efforts to defeat those who are urging substitutes for lumber in all parts of the country.

The entertainment committee reported that the dance given at the Hotel Chisca under the auspices of the club was one of the most successful of the series already enjoyed. It was a full dress affair and the big ball room of the hotel was beautifully decorated for the occasion. A delightful menu was served. Quite a little fun was had in making the report on this entertainment. Col. S. B. Anderson, one of the older mem-

bers of the club, made quite a [illegible] and other older members as the butts [illegible]

S. B. Anderson, chairman of the river and rail committee, again spoke in behalf of the Southern Hardwood Traffic Association, urging support and co-operation on the part of all members of the Lumbermen's Club of Memphis. He pointed out that this organization was undertaking a vast amount of work which would prove highly beneficial to hardwood lumber interests throughout the Middle South, with particular reference to the efforts it is making to defeat higher rates on lumber from practically all southern originating points to Ohio river crossings and other northern destinations. He said that the lumbermen would be in a very untenable position if the railroads were successful in bringing about the higher rates they were seeking and that the Southern Hardwood Traffic Association, as the champion of the lumber interests, deserved every bit of the support that could be given it. Mr. Anderson and the other members of the river and rail committee are compiling a list of the members of the Lumbermen's Club who are not identified with the Southern Hardwood Traffic Association and when this is completed an effort will be made to bring in all who are not members of that body. The river and rail committee looked after all traffic matters affecting members of the Lumbermen's Club of Memphis prior to the organization of the Southern Hardwood Traffic Association, but the latter is handling all of these matters now, and the river and rail committee is anxious to render every assistance in its power.

J. H. Townshend, secretary and general manager of the Southern Hardwood Traffic Association, spoke briefly. He said that all the help that could be given was needed. He also gave the members a detailed statement as to the expenses incurred in belonging to the association, but he thought these were extremely light when the beneficial results were considered.

W. T. Castles, Hurlburt, Ark., who is engaged in the sawmill business under his own name, was elected an active member at this meeting. Three more applications were reported by the membership committee. These will be acted upon at the next regular meeting.

There were seventy-five members and guests present and the meeting, while a very short one, was thoroughly enjoyable. President Kadel was in the chair. The usual luncheon was served. Among the prominent visitors were Martin Butler and Dr. Lawbaugh, both of Chicago. These gentlemen are interested in timberlands in this part of the country.

Missing Hoo-Hoo Officer Returns Home

W. M. Stephenson, supreme scrivenoter of Hoo-Hoo, who had been missing from his home in St. Louis since Monday, February 1, was located not long afterwards in a sanitarium at St. Louis. Mr. Stephenson has been seriously sick for some time and he personally could not be seen.

He came to St. Louis on February 1 with his wife and they separated in the downtown section, arranging to meet in the hotel in the afternoon. He did not appear and was not heard from again until he was found.

A Big Letter From a Big Man

The following is a copy of an open letter sent out by the Chamber of Commerce of the United States by President John H. Fahey to the membership:

RESTORING SHATTERED CONFIDENCE

A Lesson of the War

Shocked as almost never before in our history by the terrific impact of an unexpected war, the country's business was almost prostrated less than six months ago. The unsettling character of this disturbance you well know; and yet within this short period the recovery from it has been little short of marvelous. Able and patriotic business men, and resourceful organizations of business men, did their full share, working shoulder to shoulder with the responsible heads of the government in repairing the broken down machinery and in restoring shattered confidence.

That this great historical happening will have far-reaching results cannot be denied. What the ultimate effect will be depends largely on us as a people, on the wisdom of our statesmen and the courage and leadership of our business men. Perhaps this catastrophe has brought us to a keener realization of our common interest than ever before. The farmer and the worker have come to see their dependence on the transportation agencies and the business men and likewise there has developed an equally better understanding on our own part of our relation to these other great interests.

It seems clear that we are going further out into the world than ever before; that America and things American will be better known in lands where we have been almost strangers. In this evolution let us see to it that our America carries the impression we would like to have it convey, that it stands for liberty and justice and honest dealing. On no other basis can our influence be long sustained.

In the countries across the Atlantic, now rent by strife, but a few months ago things of serious portent were developing. Violent social, racial and religious prejudices were aroused over projected reforms in nearly all of them. Even civil war threatened. But when the cataclysm came dissensions were forgotten over night. Rich and poor, high and low, came together in each nation in the common cause.

The example is sharply before us. Do we need any greater crisis than that through which we have passed so recently to make clear to all of us the necessity of real national co-operation and understanding? It is quite as patriotic, it is quite as much our duty, that in the blessedness of peace we should forget prejudices and partisanships and undertake to work together efficiently and persistently, supporting with all our energy that which makes for the greatness of the republic and of its people.

As we go forward in this effort we will surely find that so far as business is concerned, unity of action and efficient organization will prove a great instrument for helpfulness and service. It is with this sense of service that we should support it and work for it,—for better business and a grander republic.

Atkins' Pioneers Hold Annual Banquet

E. C. Atkins & Co., Indianapolis, have forwarded HARDWOOD RECORD a copy of the program of the annual banquet held February 6, for the Atkins' pioneers, made up of men who have served that company for twenty years or more. The program shows there are 119 men on the honor roll.

The guests enjoyed a mighty pleasant, sociable evening and the tastefully arranged dinner. The entertainment consisted of musical features and recitations.

The Atkins' pioneers are nominated and elected by ballot, and are those who have served either consecutively or in the aggregate twenty years with E. C. Atkins & Co. The pioneers were organized February 1, 1906, with a membership at that time of sixty-two. The object is to foster a closer fraternal feeling and to add a little social intercourse to the business associations.

Each candidate pays one dollar for death benefit, and ten cents for initiation fee.

With the Trade

Morton Dry Kiln Company Moves Offices

HARDWOOD RECORD has been advised that the downtown office of the Morton Dry Kiln Company, Chicago, has been moved to the factory at 351-357 West Fifty-ninth street. The company requests that correspondence be addressed to the new offices in place of the downtown office as in the past.

C. A. Smith Affairs Being Straightened Out

There has been a rumor current for some time of the more or less tangled financial difficulties of C. A. Smith of the C. A. Smith Timber Company, who operates on the Pacific coast. Mr. Smith has been known as the "lumber king" of California and Oregon, and while actually short of ready cash, he was far from being a bankrupt.

The recent statements show that Mr. Smith's liabilities are little in excess of $5,000,000 while his assets fully exceed $15,000,000. His predicament is due to a desire to acquire additional timberlands and sawmills by giving notes and mortgages on his holdings and failure to provide for these obligations when they became due.

It is stated that the Russell Sage fund has come to the rescue by obligating itself to take care of the obligations outstanding against his redwood holdings. Also that J. D. Ruggles, a wealthy lumberman of Michigan, has arranged to look after the bonded indebtedness against the pine holdings, and an eastern syndicate will look after the obligations upon the pulp and navigation interests.

In order to avoid bankruptcy and to secure his creditors Mr. Smith has placed his affairs in the hands of a liquidation committee, giving it the responsibility of evolving a stable condition out of existing conditions. The commission appointed two weeks ago by Mr. Smith is composed of C. R. Johnson, S. M. Bloss of Chicago, James E. Dancher of Detroit, Herman Waldeck, vice-president of the Continental-Commercial National Bank, Chicago; John W. Blodgett, Grand Rapids, Mich.; W. B. Pettibone of Hannibal, Mo.; H. C. Clarke, Minneapolis; William R. Compton, St. Louis, and C. L. Poole of Chicago.

With the creditors co-operating, there is no fear as to the financial settlement of Mr. Smith's involved affairs.

Refrigerator and Ice Machine Company Plant to Be Sold

The plant and personal property of the United Refrigerator and Ice Machine Company, Kenosha, Wis., recently adjudged bankrupt, will be sold at public auction on March 15. This is in keeping with an order issued by the referee in bankruptcy, February 11. The assets of the company are inventoried at $200,000.

Dr. Schenck Reported Wounded but Convalescing

Dr. C. A. Schenck, formerly of Biltmore Forest School, has since the war started been serving in the German army on the Russian frontier, and in December was reported wounded in the German attack on the city of Lodz, Poland.

Harry B. Oakleaf of the United States Forest Service, Portland, Ore., an old Biltmore man, received the information in a letter from the Doctor, who says that he was seriously wounded but at the time his letter was written was rapidly recovering at Darmstadt, Germany. The letter was written on January 8 and then Dr. Schenck stated he expected to be back at the front again within four weeks.

West Virginia Timber Company Starts Mills

In a letter dated February 11 the West Virginia [illegible] advises that George E. Breece, president of that company, was in the South on that day arranging to start up the plants at Monroe, La., and Arkansas City, Ark. Weather conditions may not permit logging at Arkansas City immediately, but more favorable weather recently has probably made it possible to start up the plant on full time.

Mr. Breece has been installing several new American flooring machines at Baskin, La., as well as end matchers. These replaced old machines. The band mill at Baskin is now in operation.

Keeping the Wheels Going

Notwithstanding the general business depression during the past fall and early winter, due to the European war, the Broderick & Bascom Rope Company, St. Louis, New York and Seattle, manufacturer of world-famous Yellow Strand Powersteel wire rope, carefully arranged matters

so that every man and boy on its pay rolls had work. The company decided it was best to employ all the force, day and night shifts, even if only part time, rather than to work one-half of the force full time.

Last spring the St. Louis plant was running full force, at least eighty-five per cent full time. Later in the year it operated three-fourths time, but kept the entire day and night force. Finally, during part of October and all of November, it ran one-half time, still keeping all the men employed.

During December, that the men might have some extra money for Christmas, it operated the entire St. Louis plant full time, day and night, even though that meant piling up large stocks of wire rope. Now, with improving conditions, the matter of employment, time, etc., is working itself out naturally.

The mayor of St. Louis and the president of the St. Louis Business Men's League, on December 23, wrote to all St. Louis manufacturers, urging them to do just what the Broderick & Bascom Rope Company had voluntarily done for months, that is, keep all their employes working, even if only part time.

Red Book Announces Revised Edition

The Lumbermen's Credit Association announces the publication of the revised edition of the Red Book, which is a widely used reference publication for the use of lumbermen and those in other ways connected with the lumber industry. The February number for this year was placed in circulation recently, and the Lumbermen's Credit Association suggests that members who have not received the book should advise that office.

Partnership Incorporates

Charles F. Felin & Co., Philadelphia, announce that since February 1 they have been incorporated, and the business of the co-partnership will henceforth be conducted as an incorporated proposition as Charles F. Felin & Co., Inc. All accounts due the old concern will be collected by the corporation and outgoing accounts will be paid in the usual manner.

Stearns Notes

The annual banquet of the Stearns Salt and Lumber Company to its office employes was given Saturday evening, February 6, at the Stearns hotel, Ludington, Mich. Over one hundred sat down to the tables, which were beautifully lighted and decorated. James E. Dewey, sales manager, was master of ceremonies. Stories and vaudeville stunts were interspersed between the courses. After the banquet the entire company joined in dancing and games in charge of A. M. Johnston, advertising manager. All of the salesmen were in off the road, and the affair was one of the most delightful of the kind ever given in the city.

Five million feet of lumber sold and delivered is the record of the company for January. It expects to better this during February and is looking for a banner year in 1915. That it has been able to operate its mills continuously night and day during the past year it states is owing to the high quality of its product and the fact that quiet business has only spurred it to greater efforts to keep things moving.

Bedna Young Lumber Company, Inc.

HARDWOOD RECORD has been advised that the Bedna Young Lumber Company has succeeded the firm of Young & Cutsinger at Jackson, Tenn., and will continue to manufacture on its band mill a complete line of quartered and plain oak and other hardwoods.

The sales office will be located at Greensburg, Ind., in charge of Frank L. Donnell.

The incorporators of the new company have all been connected with the lumber business for years and are: F. M. Cutsinger, M. L. Young, Harry J. Schaefer, Thomas C. Hanley and Frank L. Donnell.

Wagons for the Warring World

The Kentucky Wagon Manufacturing Company of Louisville, Ky., is operating its plant more actively as the result of the war orders which it has received. It will deliver 12,000 portable kitchens, or kitchens on wheels, to the allied armies in France. It has let a sub-contract to the Embry Box Company of Louisville for feed-boxes, tool-boxes, cutting boards, etc., besides one to a local iron-working concern for much of the metal work. The order amounts to several hundred thousand dollars, and will use up a lot of material. The plant has not been operating full time for quite a while previous to the placing of the war order. An ill wind that blows nobody good?

Major Ahern Resigns

After serving fifteen years in the Philippines, much of the time as forester in charge of the islands, Major George P. Aherns resigned November 27, and the next day left the islands. It is understood that failing health was his reason for taking the step.

Recent advices from Manila announce the appointment of W. F. Sherfesee, director of the bureau of forestry, succeeding Maj. George P. Ahern.

Mr. Sherfesee graduated from Yale forest school in 1905. Entering the United States Forest Service immediately, he soon became chief of the department of wood preservation. He went to the Philippines in 1909, and for the past two years has been assistant director of the bureau of forestry in the Philippines.

A New Hardwood Mill

Early in March construction work will begin, according to announcement on a new hardwood mill at Nashville, Ark. J. H. Allen has leased the site of the Graysonia-Nashville Lumber Company plant at Nashville. He hails from Louisiana and has purchased the hardwood timber on the pine holdings of the Graysonia-Nashville Lumber Company and also leased the crate and box factory. The mill will have a capacity of 40,000 feet and will be modern in all its arrangements.

Complaint Concerning High Tie Rates

The Nashville Tie Company recently filed a complaint with the Interstate Commerce Commission against the Louisville & Nashville, alleging that on shipments of oak ties to Nashville rates of 31 cents per 100 pounds were charged from Cumberland Furnace, and 26 cents per 100 pounds from Sylvia, Tenn., while ties were classed in the tariff with lumber, which is rated at 8 cents per 100 pounds. The latter rate is declared remunerative by the complainant, which denounces the rates charged as excessive, unreasonable and unjust. The commission is asked to order lower rates put into effect and award $476.85 reparation.

Frank A. Satterwhite Appointed Sales Manager of Large St. Louis Concern

The Gideon-Anderson Lumber and Mercantile Company announces the appointment of Frank A. Satterwhite as its new sales manager. Mr. Satterwhite has been connected with the company in the St. Louis office as assistant sales manager for the past two or three years and his promotion to the position of sales manager is in recognition of his ability. The mills of the Gideon-Anderson Lumber and Mercantile Company are located at Gideon, Mo., and have a daily capacity of 100,000 feet. A band and sawmill are operated, and the cut is ash, cypress, cottonwood, elm, hickory, maple, oak and sycamore. A planing mill is operated in connection with the sawmills.

F. M. CUTSINGER, EVANSVILLE, IND.

FRANK L. DONNELL, GREENSBURG, IND.

FRANK A. SATTERWHITE, ST. LOUIS, MO.

Riel Lumber Company Expands

The Riel Lumber Company of Memphis, Tenn., has been succeeded by the Riel-Kadel Lumber Company. The capital stock of the latter is $100,000, one-half of which has been paid in. The firm is composed of Geo. F. Riel, former head of the Riel Lumber Company, Charles G. Kadel, president of the Lumbermen's Club of Memphis and representative here for a number of years of P. F. Stone; W. L. Crenshaw of the Crenshaw-Gary Lumber Company; F. E. Gary of the Bellgrade Lumber Company, and C. L. Wheeler and William Pritchard of J. W. Wheeler & Co. The new firm will make a specialty of ash, although it will handle other southern hardwoods. For the present no mills will be operated and it will confine its attentions to the wholesale handling of lumber. Yards and offices are located in South Memphis.

Kansas City Firm Enters Memphis

The Penrod-Jurden-McCowen Lumber Company has filed application for a charter under the laws of Tennessee with a capital stock of $350,000. This firm proposes to establish large yards at Memphis for the handling of all of its southern hardwood business. Mr. Penrod and his associates recently took over the mill and holdings of the Bennett Hardwood Lumber Company in North Memphis and this plant will be operated under the new management. This firm will also have the output of a mill at Brasfield, Ark., and one at Helena, Ark. It will thus have control of three hardwood plants, the output of which will be concentrated at Memphis for distribution. The Penrod Walnut & Veneer Company has operated at Kansas City for a number of years and practically all of its business in both walnut and southern hardwoods has been handled from that point. The walnut business at Kansas City will be continued from that place but the southern hardwood end of the business will be looked after entirely from Memphis. Mr. Penrod will be in charge at Kansas City while R. L. Jurden will be in general charge of operations here. He will be assisted by Mr. McCowen of Louisville. Mr. Penrod has been prominently identified with a number of the more important hardwood lumber companies operating in this city and is quite well known to the entire hardwood trade. R. L. Jurden made his initial appearance here as receiver for the J. W. Thompson Lumber Company and has more recently been at Sheffield, Ala., and Helena, Ark.

Philadelphia Lumberman to Wed

Olive May Wilson, known as the "Santa Claus Girl of Jenkintown" alias the "Happy Princess of Jenkintown" from her having taken up the beautiful work of bringing a bountiful and happy Christmas to the little unfortunates in the slums and the children of impecunious parents in the rural districts generally, announces her engagement to Birchall Hammer, son of Thomas B. Hammer, head of the Hammer Lumber Company, Philadelphia, Pa. Miss Wilson's name is blessed by thousands of poor little destitute and warped lives who bubble over with happiness at least one day in the year. Her marriage will not interfere with her work in the least—instead she will have some one to help her who is equally interested. Mr. Hammer is interested with his father in the lumber business in this city and North Carolina. He was graduated from the Chestnut Hill Academy, in class of 1909. He came from a distinguished family, tracing back to Peter Birk Keyser, one of the earliest and most conspicuous settlers of Germantown, Pa.

Philadelphian Found Dead

William F. Robinson, who has been carrying on a wholesale lumber business in the Crozer building for a number of years and who was one of the best liked of the young lumbermen in this section, was found dead in a bedroom of their home by his wife on the afternoon of February 4. Death was due to asphyxiation by gas. Besides the widow he leaves a son aged five years. No details concerning the matter could be learned.

Car Company Report Not Encouraging

The recent report of the J. G. Brill Company, Philadelphia, one of the most extensive car building concerns in the country, in its 1914 showing, is of special interest to the lumber trade as it indicates more or less the effect of the foreign disturbance of the export market of this country. The Brill cars have a world wide reputation. Total sales for year 1914 were $4,903,510, compared with $9,154,433 in 1913, a drop of nearly one-half. Profits for the year 1914 were $313,105, compared with the previous year which was $1,064,377. Deducting $154,221 for depreciation reserve, a balance of $158,883 was left for dividend, equal to 3.47 per cent on the $4,580,000 preferred stock, on which dividends aggregating 6¼ per cent were paid last year, the regular quarterly dividend of 1¾ per cent, having been reduced to 1 per cent last November. In 1913 profits were equal to 11.77 per cent on the $5,000,000 of common stock after the 7 per cent had been paid on the preferred.

Treatise on Forest Valuation

A number of books dealing with various phases of forestry and wood-utilization have been published within recent months in this country. The latest is from the pen of Herman H. Chapman, professor of forest management at Yale University. It is published by John Wiley & Sons, New York and London. The treatise deals particularly with forest valuation, and is a technical work prepared specially for advanced students in forestry; but the general reader, if interested along that line, will find the book of great value. The title describes the treatise exactly. The present and future value of a tract of growing timber are worked out by rule and formula. The careless and inattentive reader has no business with this book, but the man who approaches the subject seriously will find the answer to almost every conceivable question belonging in the indicated field. Professor Chapman is among the leading foresters of this country and his book simplifies the subject as far as a naturally difficult subject can be made easy. The presswork and binding which the publishers have given the book leave nothing to be desired.

Pertinent Information

Wisconsin Law Unconstitutional

A recent decision of the Wisconsin supreme court holds that the constitutional amendment under which the reforestry laws of the state were passed is illegal, consequently the laws based on the amendment are void. The chief statute affected is that under which land was purchased for timber reserves. The substance of the court's decision is that the present scheme of reforestation is unlawful and that about $3,000,000 belonging to trust funds, which are the school and drainage land funds, have been unlawfully diverted. The referee, working with the state land commissioners, will determine how much money has been unlawfully diverted from the state trust funds and in what manner it shall be returned to such fund. The supreme court will hear the report of the referee within the coming year and confirm or modify. The legislature now has it in its power to sell most of the lands in the reserve and place the proceed in the trust fund. Or it could adopt the policy of maintaining the forest reserve as the property of the school trust funds, and for the benefit of those funds.

Practically the only holding not affected by the decision is the 20,000 acres donated by the government, the 600 small islands ceded to the state by the government and the 5,000-acre Weyerhaueser tract on the Brule river. The exact status of the other state holdings will be disclosed by an investigation to be made by Judge Samuel D. Hastings, of Green Bay.

Discouraging Large Holdings

A bill before the West Virginia legislature with a chance of becoming a law, as it is backed by the governor, proposes a graduated increasing tax on large timber holdings. The effect will not begin to strike until the aggregate exceeds 5,000 acres. On tracts from 5,000 to 10,000 acres an extra tax of five cents an acre will be laid yearly. If the holding exceeds 10,000 and does not exceed 50,000, the special tax above 10,000 acres will be ten cents an acre. If the timber holdings exceed 50,000 acres, the tax on all above that amount will be fifteen cents an acre. If the bill becomes a law at the present session of the legislature, the tax will become payable June 1, 1915. The purpose evidently is to discourage very large holdings of timber lands in the state.

National Forests Much Used

Selling some billion and a half board feet of timber and supervising the cutting on several thousand different areas, overseeing the grazing of more than 1,500,000 cattle and 7,500,000 sheep, and building more than 600 miles of road, 2,000 miles of trail, 3,000 miles of telephone line, and 700 miles of fire line are some of the things which the government Forest Service did last year, as disclosed in the report of the chief forester for 1914. All these activities were on the national forests which at present total about 185,000,000 acres.

There is need, says the chief forester, to increase the cut of timber from the national forests wherever a fair price can be obtained for the stumpage, because a great deal of it is mature and ought to be taken out to make room for young growth. Unfavorable conditions in the lumber trade caused new sales of national forest timber to fall off somewhat during the past year, though the operations on outstanding sales contracts brought the total cut above that of the previous year by 130,000,000 board feet. There was, however, a big increase in small timber sales, these numbering 8,298 in 1914 against 6,182 the previous year. Desirable blocks of national forest timber have been appraised and put on the market, and it is expected that these will find purchasers when conditions in the lumber industry improve. All told, the government received $1,304,053.66 from the sale of timber on the forests in 1914. The receipts from all sources totaled $2,437,710.21.

After eight years of experience stockmen are well satisfied, says the chief forester, with the way the grazing of livestock on the forests is regulated, and even have urged upon Congress the application of the same method of control to the unreserved public range. Almost 29,000 permittees graze stock on the national forests, and these paid to the government in the fiscal year 1914 fees amounting to over a million dollars. The present tendency to raise fewer sheep and goats and more cattle and horses is shown in the fact that the number of cattle and horse permittees on the western forests increased last year by 1,579, while the number of sheep and goat permittees fell off by a total of 268. The western stock business, the forester points out, is becoming attached to the soil, and the itinerant sheep grower and the speculator in cattle

are giving place to the permanent resident and owner of improved ranch property. The latter is always given preference in the use of national forest range.

Some $400,000 was spent by the Forest Service during the year for permanent improvements on the national forests to make them accessible and to insure their protection from fire. These improvements include 270 miles of new road 2,153 miles of trail, 3,063 miles of telephone line, 775 miles of fire line, and 106 lookout structures, besides bridges, corrals, fences, and cabins. In addition, 642 miles of road were built for the public by the use of 10 per cent of the national forest receipts, as authorized by Congress.

Under another law, 25 per cent of the national forest receipts for the year, amounting to $586,593.39, were paid over to the various states in which the forests lie for the benefit of county schools and roads.

Since 1909, when systematic classification of national forest lands was begun more than 10,000,000 acres have been eliminated. Scattered interior tracts which it is not practical to eliminate are opened to settlement through listing, which allows them to be taken up under the forest homestead law. Anyone may apply to have land within a forest examined to determine whether it is best suited for agriculture, and if found so it is opened to settlement under this law. During the year 2,690 tracts, totaling 282,483 acres, applied for by individuals were opened for entry. By elimination and listing the percentage of unpatented agricultural land within the national forests, never large, has been reduced to a very small amount.

American Woods in London Market

In reviewing the timber situation in London for the year 1915 the *Times* of January 22, 1915, gave the following summary:

Pencil cedar.—Only 152 logs were imported, while 1,609 logs went into consumption. Business in slats for pencil makers has been steady at satisfactory prices.

American black walnut.—Imports amounted to 565 logs and 496 logs have been delivered. The tone of the market has been consistently discouraging throughout the year.

American oak.—Quartered: But little business has been possible, and the cutting off of supplies from European countries, brought about by the war, has so far had no favorable influence upon the American product. Plain: The serious labor disturbances in the building trade interfered with the consumption of planks, and supplies were frequently in excess of the demand; during the last few months some improvement has occurred, largely owing to war requirements. Until the outbreak of hostilities, business in graded lumber was fairly steady, but sales have been difficult to effect during the last five months. Logs: There is practically no inquiry.

Yellow poplar.—Lumber: The year's trading must be written down as disappointing. Logs: There has been very little demand.

Red gum.—Lumber: The market never thoroughly recovered from the severe slump which was reported at the end of last year.

American ash.—Logs: Fair inquiry for new season's timber, but the high freight rates prevailing make business difficult. Lumber: A good steady trade throughout the year in prime tough planks, and government requirements during the last four months have given a fresh impetus to sales. Prospects are encouraging.

Hickory.—Logs: There has been but little inquiry.

American tupelo.—Consumption has been quite moderate.

Backsets for Forestry

Bills have been introduced in the Indiana legislature to abolish the state board of forestry and the position of state forester. One bill just introduced would place this work in the hands of Purdue University, a state institution. Another bill would consolidate the forestry board, state geologist, state statistician, state entomologist, oil and gas inspectors and state veterinarian under one commission. At present the Indiana Hardwood Lumbermen's Association and the Retail Lumbermen's Association of Indiana name one member each of the forestry board and they are opposed to abolishing the board.

The legislature of West Virginia has failed to pass the forestry bill that was before it. It is said the bill was opposed because too narrow. It would have made the forestry measure an adjunct to the office of the game warden, thus "putting the cart before the horse." Forests are not maintained for the sake of game.

More Money Wanted for Reserves

Senator Gallinger of New Hampshire, a member of the National Forest Reservation Commission, it is understood, will introduce an amendment to the agricultural appropriation bill to provide that $3,000,000, not heretofore used under the Weeks' forestry law, shall be made available for the purchase of land in the Southern Appalachians and White Mountains.

January Building Permits

A mitigation of the unfavorable building statement for January may properly be made. For two reasons the present actual building conditions are less unsatisfactory than the statistics would indicate. In the first place many architects are engaged on plans for spring work, permits for which have not yet been sought. Office work is therefore more active than that of the permits issued. In the second place current construction includes much work, the permits for which were secured several months ago, the actual work at that time having been deferred on account of an unfavorable money market.

Official reports of the building permits issued during the month of January in 75 cities, received by the American Contractor, Chicago, show a total of $34,712,718, compared with $46,447,497 for January, 1914, a decrease of 25 per cent. Of the cities 20 show gains and 55 losses. New York City makes the splendid gain of 35 per cent, only two of its five boroughs showing losses. At Chicago the comparative loss is only 9 per cent. Among the winners in the comparison, together with percentages of gains, are the following: Albany, 128; Montclair, 312; Paterson, 147; Schenectady, 2,192; Spokane, 171; Springfield, Ill., 136; Syracuse, 105; Toledo, 129; Troy, 416; Utica, 152. Details are as follows:

City—	January, 1915	January, 1914	Per Cent Gain	Per Cent Loss
Akron	$ 52,635	$ 138,150	..	62
Albany	340,290	149,065	128	..
Atlanta	273,736	322,905	...	15
Baltimore	480,095	1,796,351	...	73
Birmingham	72,178	250,230	...	71
Bridgeport	98,110	127,295	...	23
Buffalo	381,000	536,000	...	29
Cedar Rapids	168,000	384,650	...	56
Chattanooga	29,112	55,170	...	47
Chicago	4,327,900	4,784,300	...	9
Cincinnati	451,350	580,910	...	22
Cleveland	1,116,980	1,298,620	..	14
Columbus	85,100	178,740	..	52
Dallas	140,005	727,635	...	81
Dayton	30,000	84,785	...	65
Denver	177,635	229,320	...	22
Detroit	1,217,290	2,629,260	...	54
Duluth	90,155	237,610	...	62
East Orange	87,121	84,358	3	..
Evansville	69,050	70,230	...	2
Ft. Wayne	35,100	35,350	...	..
Grand Rapids	80,072	341,240	...	76
Harrisburg	7,575	28,750	...	74
Hartford	139,265	191,750	...	27
Indianapolis	266,907	481,850	...	45
Kansas City	387,880	884,265	..	56
Lincoln	70,135	76,150	...	8
Los Angeles	860,360	1,182,246	...	27
Louisville	277,420	217,250	28	..
Manchester	18,317	78,445	...	77
Memphis	101,953	361,390	...	72
Milwaukee	203,649	471,858	...	57
Minneapolis	485,100	504,505	..	4
Montclair	80,861	19,612	312	..
Nashville	56,037	102,269	...	45
Newark	339,803	350,806	...	3
New Haven	132,155	264,320	...	50
New Orleans	146,909	204,051	..	28
N. Y. City:				
Manhattan	8,164,716	4,419,142	85	..
Bronx	2,108,668	1,410,252	49	..
Brooklyn	1,373,095	2,265,125	...	39
Queens	736,321	1,151,709	...	36
Richmond	149,356	80,514	85	..
Total	$12,532,156	$ 9,326,742	35	..
Oakland	$ 291,859	$ 257,786	13	..
Oklahoma	16,553	10,555	57	..
Omaha	165,075	180,440	...	8
Paterson	75,895	29,941	147	..
Peoria	17,600	182,200	...	90
Philadelphia	910,805	1,247,985	..	27
Pittsburgh	465,461	1,171,037	...	52
Portland	372,630	444,675	...	16
Richmond	159,840	233,534	...	31
Rochester	246,717	354,320	...	30
Salt Lake City	85,650	121,850	...	30
San Antonio	91,330	317,865	...	71
San Francisco	1,066,043	7,349,816	...	86
St. Joseph	12,880	48,500	...	74
St. Louis	1,094,673	854,122	28	..
St. Paul	699,258	514,312	36	..
Schenectady	827,650	36,105	2192	..
Scranton	38,170	101,925	...	62
Seattle	408,585	1,206,580	...	66
Shreveport	46,226	184,500	...	21
Syracuse	24,950	75,125	...	67
Spokane	92,185	34,045	171	..
Springfield, Ill.	69,400	29,410	136	..
Syracuse	219,715	107,365	105	..
Tacoma	59,598	109,103	...	45
Toledo	537,297	234,894	129	..
Topeka	18,270	63,010	...	71
Troy	100,014	19,345	416	..
Utica, N. Y.	109,905	43,600	152	..
Washington	470,328	461,760	2	..
Wilkes-Barre	34,634	103,109	...	66
Worcester	77,276	530,184	...	85
Total	$34,712,718	$46,447,497	...	25

Land Tax Bill in Arkansas

The Arkansas legislature passed the resolution introduced by Representative Carruth of Bradley county to submit to the people at the general election in September, 1916, a proposed amendment to the constitution providing for a graduated land and income tax. It provides for a graduated tax on all unimproved lands held by any person, firm or corporation in excess of 320 acres. The amendment is aimed at large corporations holding lands which, according to Mr. Carruth, will not sell the lands at reasonable prices. The principle of the amendment, relating to the levying of a state income tax, is identical with that of the federal income tax law. The burden, Mr. Carruth explained, would fall on the persons who are most able to pay the tax.

The Lumber Industry in Montana

Outside of smelting, the sawmill and logging industry is first in importance of the manufacturing industries of Montana, according to the report recently made by the commissioner of labor and industries of that state to the governor, covering the years 1913-1914. In 1909, according to the thirteenth census, it gave employment to an average of 3,106 wage earners, and its products amounted to $6,334,000. In November, 1909, the month of greatest activity, 3,773 wage earners were employed. It will be seen from the table given in this report, compiled

from returns received by this department that 4,554 people found employment in this industry in Montana during the winter season of 1913-1914. These figures would indicate a steady growth and improvement since the last United States census period. The lumber and timber industry is, to a considerable extent, a seasonable industry both for logging and milling operations. Many logging concerns do not attempt to operate during the summer season, and a number of mills, especially the smaller ones, are idle during that period of the year.

In the table given, figures are not included for mills idle and not in operation. Most of the lumbering operations are carried on in the western part of the state, although a number of small active mills were found on the eastern slope of the continental divide, particularly in Gallatin and Park counties. It is estimated that the merchantable timber uncut in Montana approximates 65,000,000,000 feet. Computing the value of the stumpage at $3.00 per thousand feet, it would indicate that the standing saw timber of the state is worth $195,000,000, or when reduced to lumber at the sawmill, the value would be $975,000,000—twice the value of the output of Montana mines, since gold was first discovered.

If the 97 mills operating in the state in 1913 cut close to their capacity, 531,964,000 feet were manufactured into lumber during the twelve months of that period alone. Conditions in many of the larger mills of the state are improving, many of them having adopted the nine-hour work day, whereas a few years ago, the ten-hour day was universal. Wages, too, have increased to an appreciable extent, safety appliances have been installed in many plants, and sanitary and general conditions have shown improvement. Much of the lumber milled is pine and larch, and in the production of the latter, Montana is said to be the leading state.

Famous Arkansas Case Nears Settlement

That the famous Arkansas rate cases, which have been in the courts for more than six years, may soon be terminated, so far as the Iron Mountain and the Cotton Belt railroads are concerned, is the belief of many people here at present. The following letter which is being sent out by the members of the Arkansas Railroad Commission to the interested shippers and consignees perhaps explains the status as well as the case might be put:

The master in the rate cases of the St. Louis, Iron Mountain & Southern Railway Company and the St. Louis Southwestern Railway Company filed his report in December, allowing over a million dollars freight and passenger claims against those roads as overcharge during the time the state freight and passenger rates were under injunction, and disallowing two or three hundred thousand dollars claims, to which disallowance numerous exceptions have been filed.

The railroad companies have filed exceptions to all of the claims allowed by the master, denying liability on all of them on many grounds and questioning the sufficiency of the proof in many cases, and also on the ground that many of the shipments were interstate and not intrastate shipments. The state has intervened and prays that from the refunds allowed it be reimbursed for the $65,000.00 which it has expended in defense of the rate suits and for such further sums it has incurred for counsel.

The following offer of compromise has been made: The railroads will, first, pay $65,000.00 to the state in ninety days; second, pay all expenses of the master's office and court costs; third, pay all passenger claims in full, without interest, in transferable intrastate mileage, good for two years; fourth, pay fifty per cent of the principal of all freight claims allowed by the master, in transferable scrip, good for two years for intrastate freight charges, *except* (a) the railroads will reserve the right to try all exceptions as to duplications and clerical errors, the decision of the District Court on these exceptions to be final, and (b) the railroads will reserve the right to try exceptions as to rough material claims and all exceptions as to claims as intrastate; fifth, the right is reserved to holders of all rejected claims who have excepted to them to contest the disallowances. The contested claims are not included in the settlement. If the claimants win, they will get full payment; if they lose, they will get nothing.

The commission desires that all interested passengers and shippers appear before it on February 15, 1915, at 10 o'clock a. m., when a full hearing will be had as to the advisability of accepting the said compromise. This proposition has been approved by the governor and attorney general on behalf of the state's claim for reimbursement, and the commission will, if it is approved by the shippers and passengers, present it to the court for consummation.

Spokes for Gun Carriages

Arkansas hickory will help make a noise on the Europe battlefields in the near future. An order for 50,000 spokes for gun carriages is now being filled at Pine Bluff. This supply should be sufficient to equip 600 guns, with an extra wheel for each carriage. Tough American hickory may be expected to stand the strain if any wood will do it. In Belgium the Germans have been cutting down the elms and oaks for gun wheels and foundations. There were some small but very fine forests in Belgium, some of which came down with scarcely a stick amiss from the time of Caesar. If accounts are correct, these venerable forests are now being cut for military work by the Germans. None of this timber is equal as wheel stock to the hickory which is now going forward from Arkansas. Some of the hickory spokes are for the French and others for the English armies.

National Forest Fire Loss In 1914

Fire on the national forests of the West in 1914 caused a loss to the government of not quite 340,000,000 board feet of merchantable timber, valued at $307,303, and of reproduction, or young growth of trees, valued at $192,408, according to statistics just compiled by the Forest Service. There were 6,605 fires, of which only 1,545 burned over an area of ten acres or more. About 77 per cent of all the fires did damage of less than $100 each. In addition to the losses suffered by the government, timber on state and private lands within the forests, totaling 228,008,000 board feet and valued at $[illegible], were burned over, making the total area [illegible] 690,240 acres, of which 310,583 acres were state and private lands.

Notwithstanding that it was an exceptionally bad year for fires, on account of high temperatures, heavy winds, and prolonged drought, the average loss per fire was $103, as against $131 in 1911, when there were only about half as many fires. Eighty-five per cent of the total loss was caused by fires in Idaho, Montana, Oregon, and Washington, where more than half the timber in all the national forests stands. Less than one-tenth of one per cent of this timber was affected. Of the 6,605 fires reported, 3,691, or 55.9 per cent, occurred in these states, and of the 99 fires causing losses of more than $1,000 each, 81 were in this region.

Lightning was the chief cause, starting 2,032 fires; campers came next with 1,126, followed closely by railroad locomotives, with 1,110. Incendiaries lighted 470 and the rest were attributed to brush burning, sawmills, etc., or their origin was unknown.

Alliance Winter Fires

The figures showing fire losses for December and January have been published by the Lumbermen's Underwriting Alliance, with headquarters at Kansas City, Mo. The records show small losses on the manufacturing divisions of lumber plants, but relatively large losses on lumber. The total reported loss was $36,906, and was scattered through Louisiana, Alabama, Mississippi, Texas and Wisconsin.

Car Stake Allowances

At a meeting of the Southern Classification Committee at Atlanta, Ga., in February, W. S. Phippen, traffic manager of the National Wholesale Lumber Dealers' Association, represented that association and the North Carolina Pine Association and urged the classification committee to incorporate in the Southern Classification the following provision covering the car stake allowance of 500 pounds on open cars:

An allowance of 500 pounds per car will be made to cover weight of racks, standards, strips, braces and supports used on flat, gondola or coal cars when loaded with carload shipments of logs, lumber, or other forest products, except that in no case shall less than the established minimum car weight be charged.

Some of the railroads of the country formerly allowed offsets similar to what is here asked, while others did not. There has recently been an inclination on the part of some of the roads to get away from this allowance, but where shippers load forest products on open cars and have to stake these cars in order to load up to the minimum required by the railroads, it is certainly unreasonable to expect a shipper to pay freight on the stakes and binders which are used as a part of the car equipment.

Statement of Car Statistics

Statistical bulletin No. 1 issued by the American Railway Association, through its committee on relations between railroads, says that on February 1, 1915, the total surplus of freight cars was 227,473 as against 172,325 on November 1, 1914. Surplus on February 1 a year ago, was 211,960, showing the situation as indicated in this manner is not so bad as it might appear to be.

The figures for February 1 were, however, received from 159 roads as against 192 roads reporting on November 1, 1914. The report estimates that 50,000 cars should be added to the figure for February 1, 1915.

The shortage February 1 of this year was practically negligible, there being reported only 832 cars short as against 2,229 on November 1, 1914.

Dense Stands of Pine

A bulletin dealing with the life history of lodgepole pine among the Rocky Mountains, written by D. T. Mason of the United States Forest Service, contains a number of interesting facts. Few species will produce larger numbers per acre. On an area in Montana a stand was counted which contained 101,000 living trees seventy years old per acre, besides 79,000 dead trees. This was a pure stand of lodgepole pine which took possession of the tract after fire had killed all the old growth. Though the trees had been growing for seventy years, they were still so small that they could be grasped by their tops and uprooted like weeds. The average diameter of the trunks of these seventy-year-old trees was less than one-third of an inch, and the average height four feet. They were so crowded together that they had no room to grow. Few kinds of trees will live through such severe crowding for so long a time. This pine may finally reach a size from one to three feet in trunk diameter. Its cones sometimes hang on the tree seventy-five years, and a considerable number of the seeds remain in the cone without losing their power of germination during all that time.

The Trees of Pennsylvania

The Pennsylvania Department of Forestry has published a report on the forest trees of that state. The work covers 231 pages and is from the pen of J. S. Illick, professor of dendrology in the State Forest Academy.

Pennsylvania usually does well what it undertakes, and this report is no exception to that rule. About the only way of improving the work would be to make a larger book. About one-half of the work is devoted to forestry rather than to descriptions of individual tree species.

Pennsylvania is doing a great work for the purpose of saving such remnants of its forests as remain and of reforesting the broad expanses where trees once grew abundantly but where ax and the match united to make a desolation. The state has 5,000,000 acres of stumps. Lumbering began 200 years ago in the eastern part and it is going on yet. The state has produced marvelously. The history of lumbering in Pennsylvania, if fully and adequately written, would read like a romance;

but the result has been that the forests have been almost destroyed, and now the state has set its foresters to work planting trees and fighting fire, in an effort to redeem the wastes caused by two centuries of abuse. Fortunately, Pennsylvania is not niggardly in furnishing money for this necessary work, and the result is the state has one of the most efficient corps of forest workers in the whole country, and future years will have a tale of redemption and development to tell in that region. The 5,000,000 acres of stumps will assume a different aspect as the years go by.

Percentage of Hardwoods in Michigan Forests

A recent botanical reconnaissance in the upper peninsula of Michigan by Roland M. Harper brought out the interesting fact that hardwoods are more numerous in that region than softwoods. It might be supposed that the many forests and thickets of pine, fir, spruce, tamarack, hemlock and cedar in that region would place the number of individual trees of these softwoods far above the broadleaf or hardwood trees; but it was found that fifty-four per cent are hardwoods and forty-six per cent softwoods. Mr. Harper traveled 135 miles on this investigation, going from St. Ignace to Sault Ste. Marie and returning by another route. At numerous points he made actual counts of trees in certain areas, and thus arrived at what he considered a fair average for the 135 miles covered. The soil where hardwoods grow is usually more fertile than that which suffices for softwoods.

Hardwood News Notes

MISCELLANEOUS

The Siehler Table Company, Baltimore, Md., has sold out to A. A. Gassinger & Sons.

At Jackson, Tenn., Fetterman & Richardson recently began a wholesale hardwood business.

The Wisconsin Seating Company, New London, Wis., suffered a slight loss by fire recently.

The George Webster Lumber Company, Springfield, Mass., has become an involuntary bankrupt.

The Atlantic Wirebound Box Company has been incorporated at Boston, Mass., with $50,000 capital.

At Louisville, Ky., the Gernert Bros. Lumber Company has reduced its capital stock to $100,000.

Fire destroyed the plant of the R. S. Parks Stave Company at Tiptonville, Tenn., on February 12.

At Tacoma, Wash., the Bevel Flooring & Manufacturing Company has been incorporated with $50,000 capital.

The Beech Mountain Lumber Company has been organized at Dover, Del., with a capital stock of $300,000.

The Standard Chair & Table Company has been incorporated at Washington C. H., O., with $30,000 capital stock.

The American Showcase & Manufacturing Company, Detroit, Mich., was recently incorporated with $10,000 capital stock.

The Jamestown Superior Furniture Company has been incorporated with a capital stock of $25,000 at Jamestown, N. Y.

The Delta Lumber Company has started business at Hurts, Ala., with a capital stock of $25,000. The company is incorporated.

The Carolina Veneer Company, Biltmore, N. C., recently lost its plant by fire. It is reported that the plant will be rebuilt immediately.

It is reported that the Bender Wagon Works, Texarkana, Ark., which was destroyed by fire recently, will be reconstructed immediately.

Harper, Hayslip & Bell will be the name of a new hardwood lumber manufacturing firm to commence business at Decatur, Ind., March 1.

Amended articles of incorporation were filed by the Summers-Johnson Lumber Company to increase the capital stock from $10,000 to $25,000. William H. Miller is president.

Charter has been filed by the Cove City Lumber Company, Nashville, Tenn. The interested parties are Morton Butler, R. Boyte and C. Howell, and the capital stock is $150,000.

The Hammond-Chandler Lumber Company's interests at Sarona, Wis., have been succeeded by the Sarona Lumber Company, a newly incorporated concern with $12,000 capital stock.

John Clark Udall, Inc., is the style of a new incorporation at New York, N. Y., to manufacture all kinds of manufacturing materials, implements and utensils. The capital is $100,000.

It is reported that the company known as the American Motor Company has been incorporated at Rome, Ga., for the manufacture of motor trucks of various kinds. The capital is $150,000. This company will erect its own plant.

The American Harvester & Implement Manufacturing Company has been incorporated at Springfield, Ill., with a capital stock of $100,000. The company will manufacture all kinds of farming implements and machinery. The incorporators are William A. Sower, Edward H. Putten, Harry G. Kerst, all of Springfield.

CHICAGO

Returning from a business trip to Florida last week, R. B. Goodman of the Goodman Lumber Company, Goodman, Wis., and president of the Northern Hemlock and Hardwood Manufacturers' Association, spent a day among friends in Chicago, while on his way home. The association has not yet elected a successor to take Mr. Kellogg's place as secretary, but the selection will be made at a meeting to be held in a few days.

Hugh McLean of Buffalo, N. Y., paid a visit to Chicago last week. He is chairman of the National Hardwood Lumber Association's grading rules committee and is in close touch with the trade. He says the demand from factories is better than it was a few weeks ago.

Among last week's Chicago visitors was Giles Wright of Ashland, Ky., president of the Wright-Kitchen Lumber Company, manufacturer of hardwoods. He reports that business prospects and actual business in his line are encouraging.

Arthur Jarvis, Eau Claire, Wis., representing the Steven & Jarvis Lumber Company of that city, was recently in Chicago looking after his firm's business in this quarter and consulting with the firm's Chicago representative, H. A. Walker. Mr. Jarvis is satisfied that the tendency of business is upward and that results will be apparent in a short time.

M. J. Fox of the Von Platen Lumber Company, Iron Mountain, Mich., spent several days in this city on business last week.

W. H. Weller, secretary of the Hardwood Manufacturers' Association, with headquarters in Cincinnati, spent several days in Chicago recently.

R. M. Carrier of the Carrier Lumber & Manufacturing Company, Sardis, Miss., accompanied by his wife, was located at the Auditorium hotel, Chicago, for a few days of last week.

B. B. Burns of the Rockcastle Lumber Company and the Tug River Lumber Company, Huntington, W. Va., was in Chicago on a business trip a short time ago.

C. H. Barnaby, prominent lumber manufacturer of Greencastle, Ind., spent some time with the local trade last week.

Charles Ransom of the Gayoso Lumber Company, Memphis, Tenn., was in Chicago on business recently.

W. E. DeLaney of the Kentucky Lumber Company, Lexington, Ky., met some of his friends around Chicago while in the city during last week.

Leon Isaacsen of the Yellow Poplar Lumber Company, Coal Grove, O., spent a few days with the local trade on business recently.

C. A. Goodman of the Sawyer-Goodman Company, Marinette, Wis., has been spending the past few days in Chicago.

J. H. Himmelberger of the Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo., was in Chicago recently in conference with W. H. Weller, secretary of the Hardwood Manufacturers' Association, of which Mr. Himmelberger is president.

C. B. Allen, manager of the veneer department of the Anderson-Tully Company, Memphis, Tenn., has been around the city for the past few days.

A. P. Goldsmith of the Radford-Portsmouth Veneer Company, Radford, Va., has been in the city on business for the past few days.

HARDWOOD RECORD acknowledges receipt of the monthly bulletin published by the National Hardwood Lumber Association, which is No. 9 of volume 2. The bulletin contains a good deal of valuable information on various subjects of interest, a short outline of plans for the eighteenth annual convention of the association, which will be held at Chicago on June 10 and 11.

HARDWOOD RECORD has been advised of the marriage of James Edward Stark of Memphis to Marion Emma Hatch, daughter of Mrs. Emma Lyon Sullivan. The marriage took place in Chicago on Wednesday, February 10.

Wistar, Underhill & Nixon advise that on February 18, Harry I. Soble has been engaged as salesman for the Metropolitan district.

The Mowbray & Robinson Company, Cincinnati, announces that the Cleveland office is now located at 420 Citizens' building, J. J. Linehan being manager.

The Lumber Products Company has been incorporated at Chicago with a capital stock of $2,500.

BUFFALO

The Buffalo Lumber Exchange has passed a resolution opposing the collection of any duty from the shipper of lumber into Canada. The new tariff puts a duty of 7½ per cent on lumber and there is some question likely to arise over shipments across, especially where transit cars have been started or a contract is in effect. Sales to Canada have lately been on a rather small scale on account of the depression caused there by the war.

The Standard Hardwood Lumber Company has been receiving a large amount of stock from the Cumberland section during the past few weeks, much of it oak. Trade is reported only fairly good at present.

Miller, Sturm & Miller report some increase in hardwood sales. E. J. Sturm has returned from a business trip to the East.

The McLean Mahogany & Cedar Company now has a mill in eastern Cuba, where it turns out all kinds of mahogany lumber, mostly dimension stuff. Some lumber is being carried in yard in Buffalo.

The National Lumber Company states that the flooring trade is quieter than a short time ago, though sales are expected to pick up again in the spring.

Blakeslee, Perrin & Darling have found trade slightly better recently, though not very active as yet.

G. Elias & Bro. find no marked improvement in the hardwood demand, but look for increased business next month, as the building prospects in this section appear good.

The A. J. Chestnut Lumber Company is devoting most of its attention

to the sale of Pennsylvania hardwoods, but expects later on to enter the New Hampshire hardwood trade again.

The Yeager Lumber Company reports January business as fair, but there is not much activity to hardwood trade just at present. The yard is receiving a fair amount of cypress this month.

The Hugh McLean Lumber Company states that its Birmingham and Memphis mills are running again and that there is a pretty good demand for the better grades of quartered oak.

T. Sullivan & Co. have purchased about 2,000,000 feet of brown ash for delivery this season. This wood is moving fairly well at present. F. M. Sullivan has returned from a trip to the mills in Michigan.

Anthony Miller finds the hardwood trade running along at about the same rate as two or three weeks ago.

PITTSBURGH

The Western Lumber Company has added to its force of salesmen George W. Haines, who was until lately one of the partners in the Ellwood Lumber Company of this city. He will work the eastern and Ohio manufacturing trade for this concern.

The Mutual Lumber Company, a leading hardwood concern, reports good business with the manufacturing firms and is getting some very nice orders from the automobile concerns. Prices are just about on the level with those of January 1.

The Aberdeen Lumber Company finds business, and especially inquiries, a little better. There is no big gain but a steady improvement, which seems to indicate more business later on.

The United Furniture Manufacturing Company has been organized with capital of $25,000 at Port Allegany, Pa., to manufacture pedestals and tabourets.

The Johnston-Davies Lumber Company reports business a little slow. It is selling some piling and mixed hardwoods, but prices are cut pretty hard.

The C. E. Breitweiser Lumber Company, which has been in business three years in the Bessemer building, has moved its offices to the First National Bank building, where it has very fine quarters.

President W. D. Johnston of the American Lumber and Manufacturing Company reports business a little hard to get and good prices especially hard to secure. He believes there will be considerable improvement between now and April 1, but doesn't look for any boom.

The Dailey & Allen Lumber Company is finding southern mills pretty bullish on prices. This company has made excellent connections for southwestern hardwood stocks and will push them hard this year.

The Adelman Lumber Company has made a fine connection for red cypress with a big Louisiana firm and is arranging to go right after this business in tri-state territory this year. It reports business just fair, with yard trade dragging.

The J. W. Cottrell Lumber Company recently bought 9,000 acres of hardwood timber on the Norfolk & Western railroad and will ship it from Lipscomb, Va. Included in the deal is a splendid sawmill, a lumber railroad with locomotives, and a fine commissary. The company expects to cut more than 10,000,000 feet of first class lumber, at least 125,000 ties and a large quantity of poles, acid wood and bark and will have at least a three years' operation.

The annual convention of the Retail Lumber Dealers' Association of Pennsylvania will be held Wednesday and Thursday of this week at the Monongahela House in this city. On Tuesday evening, the Pittsburgh Lumbermen's Club will entertain the crowd at the Fort Pitt Hotel. On Wednesday evening the Pittsburgh Wholesale Lumber Dealers' Association will entertain the association with a vaudeville entertainment and smoker at the same hotel.

BOSTON

The annual meeting of the Lumber Trade Club of Boston was held February 5 at Riverbank Court, Cambridge. Officers elected were: President, W. J. Barry of the Buttrick Lumber Company, Waltham; first vice-president, D. A. Lucey of Curtis & Pope Lumber Company, Boston; second vice-president, M. E. Philbrick of John M. Woods & Co., East Cambridge; secretary-treasurer, J. L. Barney of Pope Lumber Company, Dorchester. The main topic of the meeting was the necessity and methods of securing equitable modifications of the drastic fire prevention laws now before the state legislature.

The Deering Lumber Company has been incorporated at Melrose, Mass., to operate the business conducted by the late J. P. Deering. The incorporators are Fred A. Perkins, S. S. Patten, F. A. Smith and the capital is $25,000.

C. C. Batchelder, president of the Boston Lumber Company, has withdrawn from that firm, having been succeeded in office by Edward N. Eames. The business will be conducted as heretofore.

BALTIMORE

While the late Gen. William D. Gill of Wm. D. Gill & Son, this city, was essentially and primarily a yellow pine man, yet he occupied so prominent a position in the lumber trade of this city as to make his death, which occurred February 9, appear as a loss to all divisions of the business. His firm traded on a large scale and handled big timber, and its transactions frequently went beyond the limits of southern pine. In a sense it was a general trade and brought General Gill in close contact with lumbermen over a large section. General Gill succumbed to heart trouble, with which he had been afflicted for more than a year. In 1914 his condition was at one time very grave, being complicated with pneumonia. An unusually robust constitution carried him through and he appeared to regain much of his old elasticity. His death, therefore, although by no means a surprise, was all the more lamented. General Gill was a son of the late William D. Gill, and only forty-eight years old. He attended public and private schools in this city and Virginia, and on reaching his majority was taken into the office of his father, founder of the firm, to be grounded in the details of the business. He quickly proved his aptitude, and on January 1, 1894, he became a partner, his brother, Edward P. Gill, being admitted in due course of time. Under the direction of the brothers the firm extended its activities, and became prominent in taking government contracts. General Gill's jovial disposition early led him into connection with a number of clubs and other organizations. He was on the managing committee of the Baltimore Lumber Exchange at different times, and also endeavored to promote the interests of the retailers by heading their organization, which disbanded before the government trust prosecutions. He joined the Hoo-Hoo when that organization had a revival here several years ago, and in other ways gained prominence. One of his last acts was to provide in his will for the creation of a chair of forestry at the Johns Hopkins University. It is stipulated that the residue of the estate after the death of Mrs. Gill shall be used for this purpose. The brother has the right to acquire the interest of the decedent in the firm on the basis of a valuation fixed by appraisal. General Gill is survived by his wife.

A number of lumber and coal companies are made defendants in ejectment proceedings instituted at Lynchburg, Va., on February 15, when declarations were filed in five suits involving title to about 146,109 acres of timber and mineral land in Buchanan county, Virginia. Among the defendants named are the W. M. Ritter Lumber Company, Russell Fork Coal and Lumber Company, Levise Land and Timber Company, Whitewood Land and Coal Company, Honaker Lumber Company, and Excelsior Coal and Lumber Company. Governor Stuart of Virginia is named as one of the defendants. The suits attack the constitutionality of an act passed by the general assembly of Virginia repealing a statute relative to the proof of land titles in Buchanan county, and it is understood that title to the land in question is claimed under a tax sale. If the cases are successful, other proceedings of a similar nature will be brought. The Virginia-West Virginia Coal Company is the plaintiff.

To complete railroad facilities with its new warehouse on North avenue, near Maryland avenue, the Morgan Millwork Company, the parent house of which is at Oshkosh, Wis., has purchased a number of houses on Falls road, adjoining the Pennsylvania railroad tracks. The houses are to be torn down and connection made with the railroad, which will also afford direct communication with the Baltimore & Ohio, the Western Maryland, and the Maryland & Delaware.

That there is a fair prospect of a good building year, with encouraging local demand for lumber, is indicated by the report of the building inspector for January. This report shows that the value of the new buildings, permits for which were issued during the month, with the alterations and additions, totaled $479,227, which compares very favorably with the beginning of last year, when the yards enjoyed an exceptionally busy period, though because of the prevailing competition prices ruled low. The returns for the month do not include the new elevator to be erected in South Baltimore for the Western Maryland railroad at a cost of half a million or more, and the contract for which has been awarded, nor some other big undertakings. There is every indication that February will show up big.

Herman Noss, senior member of Herman Noss & Sons, York, Pa., died there February 4. He was eighty-four years old and had been engaged in the business for thirty-seven years. He leaves a widow, three sons and two daughters. The sons were engaged with him in the business.

H. L. Grube, a wholesale lumberman, with offices in the American building, has been receiving condolences on the death of his son, Louis H. Grube, who was killed almost instantly February 11 in a collision between his automobile and another at Charles street and Mount Royal avenue, this city. Young Grube was coming in from a place where he was looking after work for his father, with two other young men also employed by Mr. Grube, and at the corner mentioned the two vehicles crashed, the Grube car being overturned and falling on the young man. His skull was fractured, and he died on the way to a hospital.

COLUMBUS

Representative Herbert Briggs of the Ohio legislature is authority for the statement that Ohio should have a building code consisting of generalities only and not one containing a ramification of specifications. He claims that it is fundamentally wrong to write into the law conditions which might change over night. He is thus opposed to the new Ohio building code which has been completed by the code commission and which will soon be presented to the general assembly.

William N. Bean, a well-known lumberman of Hillsboro, brought his wife to Cincinnati recently for an operation and was himself stricken and was taken to the same hospital where his wife was recuperating. He died soon afterwards, an operation failing to save his life.

The Seneca Lumber Company of Tiffin, O., has been taken over by the Dickelman Manufacturing and Lumber Company of Forest, O.

A. H. Smith has purchased the Leet Lumber Company at Oak Hill, O.

The old company has been dissolved. The new owner was manager of the mill for several years.

The Sandusky Lumber and Box Company of Sandusky has passed out of existence, when the stockholders voted to surrender the charter.

The Safety Window Company of Cincinnati has been incorporated with a capital of $10,000 to manufacture safety windows, by L. W. Hiser, G. F. William, C. C. Kuhfern, John Hart and Walter H. Tarr, Jr.

At Utica, Sinsabaugh & McConnell have been succeeded by J. Sinsabaugh.

The E. M. Blair Lumber Company has taken over the business of James Cole at Newcomerstown, O.

The Leet Lumber Company of Portsmouth, at the recent annual meeting of the stockholders, showed a good report for the past year. The company has branches at Sciotoville, Peebles, and at Wheelersburg, O.

The Marks Lumber Company of Cleveland has been incorporated with a capital of $10,000 to deal in all kinds of lumber. S. E. Marks, J. S. Kohn, L. J. Kohn, L. M. Young and B. G. Landeman are the incorporators.

At Jeffersonville, O., the firm of French & Thomas has succeeded Charles C. French.

The Preble County Lumber Company of West Alexandria, O., has been incorporated with a capital of $5,000 by Peter Kuntz, Jr., Martin Kuntz, C. F. Hill, J. S. Payne and R. E. Chambers.

R. W. Horton of the W. M. Ritter Lumber Company says trade in hardwoods is showing a gradual improvement all along the line. Buying is about equally divided between yards and factories. Retailers' stocks are light and with the approach of the spring building season they will be compelled to increase stocks. Prices are rather firm at the levels which have been maintained for some time. The outlook for the future is brighter.

J. A. Ford of the Imperial Lumber Company reports an improvement in hardwood conditions generally.

TOLEDO

President Booth of the Booth Column Company states that business in columns is a trifle dull at present. The factory is well supplied with materials. Both prices and demand are somewhat low owing to the small amount of building being done. The demand for automobile bumpers in which this concern is also engaged is heavy and this department of the factory is showing large gains.

The Buckeye Furniture Company recently purchased the building occupied by the company's store and factory at Monroe and Twenty-first streets, the purchase price being about $45,000. The factory is to be enlarged by the addition of another story. The store-room is to be enlarged also. The improvements have been made necessary by the increased business of the concern.

The Skinner Bending Company reports a much improved business from the standpoint of actual orders for stock. The West and Middle West are showing the heaviest improvement and orders are coming in for wagon stock. The buggy business still seems to be a little quiet. The company is increasing its operations and for the first time in weeks has been enabled to operate its factory on Saturdays. Prices are reported somewhat low, but this is in a measure offset by the fact that stock is plentiful at fair prices.

MEMPHIS

Lumbermen here who own timberland in Mississippi are very much interested in the outcome of the case of J. C. Johnston, revenue agent for the state of Mississippi, against R. J. Darnell, Inc. This involves the question of the right of that state to collect taxes on standing timber in addition to the land on which it is located. The case has been decided in favor of the state in the lower courts but the defendants have given notice of appeal and will carry the litigation to the supreme court of Mississppi. There are a number of prominent lumber companies in Memphis which own timberlands in Mississippi, including Russe & Burgess, Inc., R. J. Darnell, Inc., The Bellgrade Lumber Company, Lamb-Fish Lumber Company, Gayoso Lumber Company, Anderson-Tully Company, and the Crenshaw-Gary Lumber Company. These firms are already standing a very heavy burden of taxation under the Mississippi laws and a still further addition on standing timber would be regarded by them as a serious blow. The progress of the case will therefore be closely watched and stubborn resistance will be offered.

The Lamar Lumber Company, domiciled at Clyde, Miss., has made application for a charter under the laws of that state. It is capitalized at $350,000. G. L. Hawkes, V. M. Scanlan, and others are the incorporators.

W. T. Trice, Cotton Plant, Ark., has recently purchased 17,000 acres of timberland near that point from Dr. E. W. Groves, St. Louis. The new owner intends to establish sawmills at or near Cotton Plant for the development of the timber on this property to the end that it may be prepared for agricultural developments.

The Puddephatt Furniture Manufacturing Company, Pine Bluff, Ark., has recently gone into the hands of A. D. Foster, cashier of the Merchants and Planters Bank, as receiver. This action on the part of the stockholders was entirely voluntary. The failure of the bank of Pine Bluff and inability to collect outstanding accounts are given as the principal causes of the present troubles of the company. This was one of the three furniture manufacturing companies doing business in Arkansas and it had very extensive connections in Arkansas, Louisiana, and Missouri. Assets and liabilities are not given. Charles H. and William Puddephatt were the principal stockholders.

Dispatches received here indicate that a number of mills in Mississippi have recently resumed operations or are preparing to do so with as little delay as possible. Memphis correspondence to HARDWOOD RECORD has shown a considerable increase in manufacturing operations on the part of manufacturing firms in North Mississippi. It appears now that pine plants in the lower part of the state are beginning to show decidedly more activity as a result of the improvement which has recently taken place in the yellow pine market.

It is reported that the Arkansas-Eastern Railroad, which is chartered under the laws of Arkansas and operated by the Baker Lumber Company, principally as a log road, is to be purchased by the Frisco and extended to Earle, Ark. The timber from most of the land along this road has already been removed and a large portion of the latter has been sold. It has been the understanding of the purchasers that the road would be developed and the hope is expressed that this will be done with as little delay as possible.

S. M. Nickey of the Green River Lumber Company has returned from an extended business trip in the North and East. He reports the situation and outlook as very much improved.

John McClure of the Bellgrade Lumber Company left Memphis last week to attend an important meeting of the inspection rules committee of the National Hardwood Lumber Association of which he is a member. This meeting is for the purpose of adjusting inspection matters between the National Hardwood Lumber Association and the Federation of Furniture and Fixture Manufacturers.

NASHVILLE

Lumber shippers were gratified at the decision of the Interstate Commerce Commission, ordering reciprocal switching rates on competitive business between the Louisville & Nashville and Tennessee Central. Heretofore the two companies have had no reciprocal switching on competitive business because of prohibitive charges. The usual rate on non-competitive business is $3 per car, while the companies have charged on competitive business rates of $5 to $36 per car. The decision will be of great benefit to Nashville.

Johnson City, Tenn., reports more activity in lumber business. Sells & Miller have purchased several hundred acres of land from David Gifford, and are having a plant installed to get out the timber. The Pittsburgh Lumber Company at Hampton, near Johnson City, reports plans to resume operation on a large scale. The Kingsport Lumber Company at Johnson City also reports plans to resume.

The Cove City Lumber Company of Nashville has been incorporated, with authorized capital stock of $150,000. The company owns about 8,000 acres of land in Craven and Jones counties, North Carolina. Morton Butler of Chicago and John Toomey of Helenwood, Tenn., are the principal owners of the company. The charter was taken out by R. Boyte Howell, M. B. Adams, E. E. Barthell, A. S. Britt and Ben Feldman.

The Davidson, Hicks & Greene Company of Nashville says that the recent report that the company had purchased 44,000 acres of land in Franklin county was misleading. This land was purchased about one year ago, and the company will develop it when business conditions improve.

The B. & M. Lumber Company of Nashville has surrendered its charter of incorporation.

BRISTOL

The Atkins Lumber Company of Atkins, Smyth county, Va., has completed its new mill and will put it into operation during March. The company has built a twenty mile line of logging road and is already getting out many logs for the new mill.

A new purchase of timber has just been made by the R. C. Duff Lumber Company of Duffield, Va. The company has run its band mill at Duffield regularly through the winter and has done a large volume of business. As soon as the present timber supply is exhausted the development of the new area will begin.

Charles F. Hagan of this city, trustee of the large estate of his father, Col. Patrick Hagan, has sold three important areas of timberland in Scott county, Virginia, and as a result some new mills will be put in operation early in the spring. R. T. Irvine and associates are among those who will develop sections of the Hagan tract.

A new mill will at once be established at Rye Cove, Va., by E. H. Walker, who recently purchased a boundary of timber in Scott county.

The Pittsburgh Lumber Company last week resumed operation of its band mill at Hampton, Tenn., twenty-five miles south of Bristol. The mill has a daily capacity of 50,000 feet of lumber and the company expects to continue to operate regularly. General Manager L. G. Gasteiger is just back from the East and reports the lumber outlook as encouraging.

The Lovelady Lumber Company started its new mill at Jasper, Va., last week. The company's plant at this point burned out some time ago and it has completed at Jasper one of the largest plants in this section. It is on the Virginia & Southwestern railway, near Bristol.

The Cox Lumber Company will at once install a mill near Clinchport, Va., east of Bristol.

The Kingsport Lumber Company is preparing to begin operation of

Perkins Glue Fast Becoming the Standard For All Veneer Work

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Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

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Originators and Patentees **805 J. M. S. Building, SOUTH BEND, IND.**

its new band mill near Kingsport. The company will cut the Preston area of timber, recently purchased from J. G. Preston by S. E. Wilkinson.

J. P. Moorman of this city has gone to Waxahatchie, Tex., where he has entered the lumber business.

The Paxton Lumber Company reports business slightly better. It is running its mills and doing a fair volume of business.

LOUISVILLE

Edward L. Davis, head of the Edward L. Davis Lumber Company, who was recently in southern territory, reports that sawmill men are generally very enthusiastic over the new rules for log grading, and he believes that buyers will do well to use the rules.

E. V. Knight of the New Albany, Ind., Veneering Company has recently returned from the East, where business is quiet. Trade is brisk in the Northwest and other agricultural sections, however. Mr. Knight believes that all that business needs at present is a little more confidence.

The Louisville Hardwood Club has been having a number of interesting meetings recently. At one held at the Seelbach hotel, February 9, Earl S. Gwin, president of the American National bank, of Louisville, and R. L. Callahan, a director of the institution, attended and discussed business conditions. J. V. Stimson was a recent visitor.

Allan McLean is representing the Wood-Mosaic Company, which recently affiliated with the club. He has been in the local field for only a few months, having come from Rochester to look after the New Albany sawmill. Mr. McLean has already made many friends in Louisville, and is an up-to-date lumber manufacturer.

Prospects of a flood scared lumbermen on the "Point" a few weeks ago, but the Ohio river behaved very nicely this time, failing to rise high enough to even threaten the lumber yards. It has been only two years since the last flood, however, and veneer, box and lumber manufacturers in that district have a vivid recollection of what the river on a rampage looks like.

Owing to the short supply of mahogany logs, due to the cessation of operations both in Mexico and Africa, as well as the prohibitive ocean freight rates which now prevail, mahogany lumber prices have been advancing. Buying has been stimulated somewhat by the increases, and the mills of the C. C. Mengel & Bro. Company, of Louisville, which is well stocked with logs, have been running steadily.

The Indiana Veneer & Panel Company, of New Albany, is one of the concerns which has been operating on good time right along during the past few months. It is runnng in all departments, and while less than a full force is working, the hours have not been cut.

The Mengel Box Company is developing its glued-up business, having installed equipment at Hickman, Ky., for the manufacture of three-ply gum panels for drawer-bottoms, backs, etc. Charles E. Davis, who is in charge of the lumber department of the company, has been handling sales, and reports that inquiries have been good. The gluing department has been equipped with a lot of special machinery, the presses in particular being of unusually heavy design.

Good quartered oak is in fair demand, but most lumbermen making this stock report that the common grades are slow. Another oak peculiarity is that while plain white is in good demand, with prices stronger, red oak is slow, and quotations remain unsatisfactory.

The membership committee of the Louisville Hardwood Club reports that several strong concerns will probably be added to the rolls in the near future. In spite of the general condition of trade, members of the hardwood organization are finding the weekly meetings profitable and interesting, and club work is being maintained in all directions.

R. F. Smith and Clyde Smith of the Ohio River Sawmill Company have resigned in order to go into business for themselves. They expect to locate somewhere in the vicinity of Louisville, if not in this market. The probable name of their concern will be the Southern Star Lumber Company.

The Gernert Brothers Lumber Company has amended its articles of incorporation, fixing its capitalization at $100,000. Fred and John W. Gernert are the principal members of the concern.

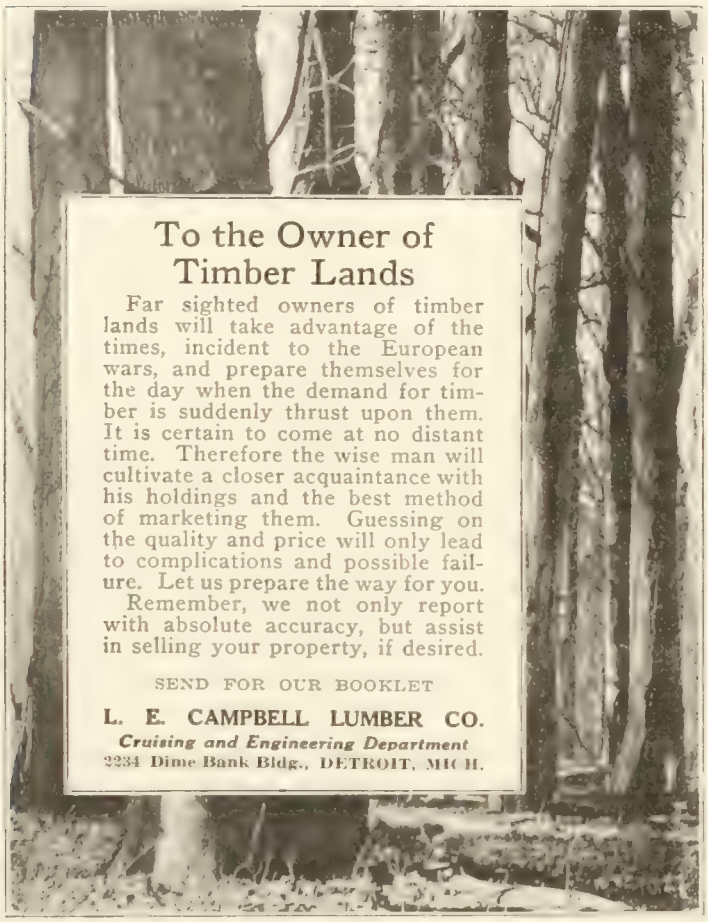
Final action in the bankrupt case of the Falls City Lumber Company, which was managed by the late Charles Stotz, will be taken in the Federal district court in Louisville March 27.

The Broadhead-Garret Lumber Company of Winchester, Ky., which operates a large mill at Clay City, Ky., plans the construction of a railroad into the Indian creek district for the purpose of reaching a big boundary of hardwood timber in that section.

A. R. Keeton, who formerly operated sawmills in Ohio and Grayson counties, Ky., died in Louisville recently at the age of sixty.

ST. LOUIS

The members of the Lumbermen's Exchange of St. Louis and other lumbermen interested in the higher freight rates sought by railroads on lumber, are getting their data in shape to be submitted to the Missouri Public Service Commission, at a hearing to be held at the Jefferson hotel, St. Louis on Tuesday, February 23. The railroads of the state want an increase from two to three cents per hundred on intrastate shipments. The entire lumber interests of St. Louis and throughout the state are going to make a hard fight against the rates. E. Kauffman, traffic manager of the Thomas & Proetz Lumber Company, St. Louis, is



arranging the dates so that there will not be so much cumulative evidence presented and it is thought that only a few hardwood lumbermen will be put on the stand. They will show that the lumber business is in such a condition that it cannot stand the proposed rate increase.

According to an advance bulletin given out a few days ago by the Bureau of Labor Statistics, Missouri last year stood first in the quality and value of sycamore lumber, fourth for cottonwood, and fifth for walnut and elm lumber. There were 1,210 sawmills which operated in Missouri last year, and statistics from these for the year showed the lumber output for the fiscal year was 422,470,000 feet, which at an average price of $18.25, was worth $7,710,078. Missouri held a higher rank and produced more lumber a few years ago than it does now. This was before the vast fertile area of Dunklin, Pemiscott and New Madrid counties had been turned into cotton plantations, they then being covered with heavy growths of cottonwood, sycamore, cypress, elm, oak and other lumber which prevails in Missouri. The high water mark year for the state was probably 1899, when 723,754,000 feet of lumber was marketed. In 1900, 719,968 feet was cut and sold. In 1909, there was a revival of the lumber industry for Missouri, 660,159,000 feet being marketed that year.

The hardwoods utilized for lumber are oak, maple, red gum, tulip poplar, beech, birch, basswood, hickory, elm, ash, cottonwood, tupelo and walnut. More oak is cut for lumber in Missouri than any other lumber. Missouri ranks first for red gum cooperage, but it is surpassed by several other states in the output of red gum lumber. Sycamore lumber is produced by twenty-eight states, Missouri having produced in the year under consideration, nearly one-sixth of the entire output of the country. The production is fairly constant from year to year, Missouri in 1914 supplied 8,223,000 feet.

Of cypress there was marketed 24,146,000 feet, cedar, 4,285,000 feet, oak 206,147,000 feet, maple 9,557,000 feet, red gum, 54,564,000 feet, tulip poplar 1,470,000 feet, beech 170,000 feet, birch 1,038,000 feet, basswood 467,000 feet, hickory, 4,060,000 feet, gum 22,279,000 feet, ash 6,298,000 feet, cottonwood 11,967,000 feet, tupelo 4,602,000 feet, sycamore 8,223,000 feet, walnut 4,635,000 feet and miscellaneous 562,000 feet.

L. E. Cornelius, who has been manager of the cypress department of the Chicago Lumber and Coal Company for the past ten years and connected with the company for twelve years, will leave the company on March 1 to go into business for himself. He will handle the output of some four or five southern hardwood mills. He is now down in the hardwood producing territory, visiting the mills he will represent. Robert Fullerton, Jr., will succeed him as manager of the cypress department.

WISCONSIN

The Sexsmith Gorman Lumber Company has been organized at Wausau, Wis., to carry on a general wholesale business in lumber. Lamar Sexsmith is president, Fred L. Sexsmith, vice-president and Walter Gorman, secretary and treasurer.

The Phoenix Furniture Company of Eau Claire, Wis., has been securing an unusually large number of orders for new equipment from various banking concerns about the country. Among them was an order from the First National bank of Menomonie, Wis., for $10,000 worth of new fixtures.

W. H. Hatten, head of the Hatten Lumber Company of New London, Wis., well-known political leader of Wisconsin, has returned from a trip through the South, where he looked after his lumber interests in Alabama and Mississippi. He said that the southern lumbermen are looking for better business soon.

The Montana Waumandee Railway Company, with headquarters at Alma, Wis., is advertising through F. D. Brandenberg, general manager, for 25,000 ties for construction of a road of standard and regular dimensions.

The Heineman Lumber Company of Merrill, Wis., has placed its plant in operation after a closedown for necessary repairs. The Jacob Mortenson Lumber Company of Wausau, Wis., has again placed its sawmill on a day and night shift. It is said that the company has about 8,000,000 feet of logs on hand. The Keith & Hiles Lumber Company of Crandon placed its mill in operation on February 15. The Faust Lumber Company of Antigo has resumed operations at its sawmill.

The MacKinnon Manufacturing Company of Grand Rapids, Wis., has increased its capital stock from $50,000 to $100,000 and will increase its wagon output to 200 wagons per month.

The Wisconsin Seating Company of New London, Wis., has moved its office force into the new quarters on the second floor of the new three-story addition. Handsome new furnishings have been installed.

O. E. Gram, head of the accounting and credit department of the Phoenix Chair Company of Sheboygan, Wis., for the past nine years, has resigned to join the Crocker Chair Company.

The Shawano Hub Company, recently incorporated at Shawano, Wis., with a capital stock of $40,000, has completed its organization by the election of the following officers: President, George Harding; vice-president, Albert Trathen; secretary-treasurer, T. S. Davis. The officers, together with W. C. Landon of Wausau and A. N. Hazelton, are the directors. A site has been donated by the business men of Shawano and work on the erection of a plant has been started.

DETROIT

John J. Comerford has been elected president of the Detroit Lumber Company, the largest retail lumber company in Detroit, to fill the vacancy caused by the recent death of Edwin L. Thompson. In connection with the election of Mr. Comerford, Henry Otis, former treasurer of the company, becomes vice-president and general manager. Christian H. Hecker, former secretary, becomes secretary and treasurer. The officers and Col. Frank Hecker constitute the board of directors.

The plant of the Williams Brothers Company at Cadillac is busy on an order of 100,000 rough "ten pins" to be used in a big bowling tourney at Peoria, Ill. The order comes from the Brunswick-Balke-Collender Company.

Frank W. Squier, prominent Grand Rapids lumberman, died at his home in that city at the age of sixty-two years. He settled in Michigan at an early age and was connected with Charles B. Kelsey and other Grand Rapids men in the formation of the United Tanners' Lumber Company, of which he became president. Before that time he made many profitable investments in Michigan timber and later acquired considerable holdings in the South and West.

David S. Shaw, one of the pioneer Michigan lumbermen, died at the home of his daughter, Mrs. Ross Holmes, at Detroit, at the age of ninety-five years. He retired thirty years ago, at which time he was connected with Rogers & Jenness, then among the large lumber firms.

The Traverse City Wagon Works has just paid $100 for lumber produced from one ash tree, cut in Grand Traverse county. It is thought that it was the last tree of its size in the county. It stood 90 feet high and produced six 12-foot logs, amounting to 2,300 feet. Officials of the wagon works claim it was the most perfect tree ever found in the Grand Traverse section.

The mammoth new sawmill of Jackson & Tindle, erected at Pellston to replace a mill destroyed by fire several months ago, is completed and will shortly commence operations. It is modern throughout and is equipped with a main drive belt 133 feet long and 4 feet wide. The R. A. Darling planing mill at Pellston will also begin operations shortly.

The Langeland Manufacturing Company at Muskegon has commenced the erection of a new flooring plant. Its capacity will be 6,000 feet of flooring per day. Oak, maple, beech and birch flooring will be manufactured.

The Cadillac Cabinet & Construction Company of Cadillac has added another wood product to those already manufactured in that city. It has taken a contract to manufacture 1,000 washing machines for the Florin Washing Machine Company of Stanton, Mich.

The I. E. Dupont de Nemours Company is constructing a plant at Bay City to manufacture acetone, a chemical heretofore made in Germany.

It is manufactured from acetate of lime, a product obtained from wood refuse. The company is erecting a plant at Greyling, which will be supplied wth mill waste by the sawmills at that place. That supply and products obtained from Bay City mills will provide for the new plant.

The bondholders of the Marshall Butters Lumber Company have purchased the company's plant at L'Anse from receivers for $758,377. It will be held for six months, which is the length of time given the stockholders in which to redeem it. The plant is a big one and was erected in 1912. It is one of the most modern mills in the state.

Andrew Bjorkman of Iron Mountain, the largest individual logger in the upper peninsula, estimates that his total cut this season will be close to 8,000,000 feet. He has employed ten jobbers throughout the season. Only a small percentage of this output will be banked on river banks, the greater part being shipped by rail to the Sawyer-Goodman Company at Marinette, Wis. In addition Bjorkman cut about 15,000 cords of pulp wood.

The Hardwood Market

CHICAGO

Chicago lumbermen have gotten no small measure of satisfaction from the excellent promises for the future in the building situation in the city. Prospects are excellent for the beginning of a good deal of new building, and a considerable amount of construction work started some time ago is being pushed on to completion on account of the ability to secure the necessary funds which were not available before. The weather conditions have been unusually favorable, considering the time of the year, for active building work both in open and covered structures, and quite a little work has been gotten under way which ordinarily would have been held up until a later date. Taken as a whole the prospects for building are very good in view of conditions in business in general.

Factory trade is continuing along about the same policy as has been maintained for several months past, but the fact that the requirements of furniture manufacturers and others in similar lines seem to be increasing is indicated by more frequent inquiries for different kinds of stock. There continues to be no disposition to stock up on any line, but more lumber is actually being bought in Chicago than heretofore.

The yard trades are showing a slightly more animated aspect, apparently in anticipation of the necessity for more complete lines of stock to meet the demands of improved building activity.

Prices are still a very uncertain proposition, but a great many staple concerns in this city and those selling in Chicago from outside territory are continuing to insist upon holding their stocks for better prices. They seem to have confidence of the ultimate working out of this policy.

NEW YORK

It appears that the little spurt noticed soon after the turn of the year has dwindled away rather than continued along its way to full proportions, as was hoped and expected. The whole situation presents many phases no one of which may be taken as a criterion and each going far to dissipate the effect of the others. The sum total is that many dealers report a very small amount of business and can see no immediate prospect for a change. In the face of a heavy curtailment of output with a fair amount of business in the past seven months, it is surprising to note the freedom in which hardwood stocks are offered at present low prices. Prices are subject to all sorts of variations and it would be difficult to say what the market is on any one item. We are at the very door to the best season of the year, but so far without anything to count upon to make it a highly satisfactory one. There is some prospect of renewed activity in the local building market which may produce some demand for hardwoods and hardwood flooring. Local yards and manufacturers are not carrying large supplies, evidently content to wait for actual demands before buying and willing to pay higher prices when the time comes if necessary.

BUFFALO

The demand for hardwoods is small, having shown little increase from two weeks ago. Little lumber is coming in to the yards, the quantity being just enough to replenish stocks which have been moving out. While prices are low enough to warrant additions, trade is too dull to make much purchasing necessary. However, everybody feels that trade is going to show up better very soon.

Reports received from the lake district are to the effect that prices at the mills are on a basis that is below last year's prices and which may afford an opportunity for marketing more lumber eastward. The lake trade in hardwoods has not amounted to much for a long time, owing to the fact that prices asked at the mills were regarded as high for this market.

The chief woods in demand are plain oak and maple, though sales are not up to the standard. A fair amount of business is being done in cypress at some yards. Crating lumber of different kinds is moving pretty well and the quotations remain firm. Flooring is not so active as it was some weeks ago.

The Nation

Has before it a far-reaching "Safety First" campaign, but of equal importance, though less talked of, is the increasing sentiment for **Quality First.**

This company has always operated with that as its slogan. Absolute fair dealing is our constant desire; and, while we are not infallible, we stand behind every board of our lumber.

The following items of band sawed, winter cut stock are the product of the best known methods of manufacture.

BIRCH

4/4 No. 1 Common & Better, Unselected	905,505 Ft.
4/4 No. 1 Common & Better, Red	93,895 Ft.
6/4 No. 1 Common & Better, Unselected	13,200 Ft.
8/4 No. 1 Common & Better, Unselected	19,100 Ft.
12/4 No. 1 Common & Better, Unselected	12,000 Ft.
4/4 No. 2 Common	528,240 Ft.
5/4 No. 3 Common	115,920 Ft.
4/4 No. 3 Common	566,884 Ft.

RIB LAKE LUMBER COMPANY
RIB LAKE WISCONSIN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 **Tennessee**

RED GUM

(Leading Manufacturers)

MILLER LUMBER CO.

MARIANNA, ARK.

We have on our yards, in good shipping condition, five million feet assorted Hardwoods, consisting of Red and Sap Gum, Quartered and Plain Oak, Ash, Cypress, Cottonwood, etc.

Send us your inquiries

Baker-Matthews Manufacturing Co.

Sikeston, Mo.

Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

OUR SPECIALTY

St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods

Gum, Oak and Ash

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BLISS-COOK OAK CO.

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MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

PHILADELPHIA

Notwithstanding the glowing prophesies of a vigorous opening prosperity with the new year, it is evident that instead there is only a strained activity. However, the strenuous efforts that are being made by the large trade organizations and the leaders of the large corporations, firms and financial institutions toward the development of new trade centers for this market and which all feel must at a not remote period be crowned with success, serves to keep alive a sustaining optimism. Buying at this time proceeds with fits and starts and mostly better grades of lumber are called for, with values steady. Large concerns on account of the stock situation at the mills are holding out for better prices, and as a rule are getting them, although in some quarters goods are offered at reduced rates. Everybody is hopeful that the spring will see an advance in trading in all lines. Already there is an incipient improvement in building work as quite a number of permits have been obtained recently for large operations for rows of dwelling houses—evidently the banks and trust companies are somewhat less stringent as regards requested loans.

An election permitting the borrowing of $6,000,000, the first installment of about $150,000,000, for rapid transit improvements in subways, elevated roads, docks, ferries, etc., etc., will be held in April, which, if successful, promises extensive employment of labor. This step is looked upon as an encouraging sign of the much looked for recuperation in local business.

PITTSBURGH

Hardwood men are having altogether the best of it these days. They are doing business right along. Orders from the big industrial and manufacturing concerns of this district are much more encouraging. The automobile manufacturers are also contributing more business. Prices are holding up better than a few weeks ago. There is not such a glut of stock being offered. Yard trade has not started up to any extent, but will, it is expected, develop just as soon as the weather becomes suitable for building operations.

BOSTON

In most respects the market for hardwood remains about as at previous reports. The reduced volume of trade becomes a subject of less complaint as time goes on and there is closer application to business and adjustment to conditions. The values in the market are more stable, although on a scale generally considered under the market. Many favorable factors apply to the local trade. The "build now" campaign is enthusiastically urged by a local daily paper and the figures from the mayor's annual report have influenced many to prepare for a moderate spring revival of business. The report referred to shows January construction from one to two million dollars' advance over 1912, '13 and '14, and, further, the construction in 1914 amounted to $24,796,353 as against a little less than $24,000,000 in 1913 and about $23,600,000 in 1912. The anti-fire agitation in this state has tended to add to the consumption of hardwood rather than otherwise on account of many buildings which would have been built of wood with less expensive finish, having been constructed of brick, cement, etc., with a correspondingly better finish. The necessity of generally raising the confidence of investors by maintaining fair stocks and in every reasonable way aiming at normal conditions has replaced to a large extent the emphasizing of any current adversity in comparison with old conditions.

BALTIMORE

The hardwood men of this city, or at least a portion of them, express a measure of disappointment with the developments in the trade so far this year. About the middle of January it looked as though a decided revival might be expected, but after that the interest in offerings of stocks appeared to lag, and so far the anticipations then entertained have not been realized. It cannot be said that the situation is without encouraging features, but the movement none the less leaves much to be desired, and the manufacturers as well as the dealers are disposed to pursue a conservative course. The entire list seems to be affected about the same, with the domestic buyers still rather undecided as to what the future may bring forth. The railroads have thus far manifested no such wants as might have been looked for as a result of the increase in freight rates awarded them. The hardwood business seems to have gone back into the previous rut of uneventfulness, so that in spite of the absence of heavy accumulations, the situation is not so strong as it might be. Many of the mills are still out of the running, and there is no eagerness on the part of the owners to resume operations until the range of values works up to a higher level. The lack of snap about the inquiry is responsible for much unsettlement in the quotations. It is still a frequent complaint of the millmen that they do not know what they should ask for lumber, and as a consequence the figures named show decidedly wide divergences. In fact, there is a marked absence of a definite price level, everyone who has hardwoods to sell proceeding to do the best he can under the circumstances. To be sure, very little would be required to correct this state of affairs, but in spite of the circumstance that assortments in the yards are generally very much broken, the present time is not regarded as propitious for any considerable adding to the selections of lumber in hand. Most of the buyers prefer to go along from day to day, and this accounts for the irregularity with which orders come in, some days being productive of a number of them, while others show a decided scantness. For

the most part the lower grades are weakest, with the demand for the better classifications rather better, and with chestnut one of the least active woods on the list. The export situation is interesting in a way. Inquiries seem to be numerous enough, but the difficulties in the way of the exporters filling orders or making shipment are such that in numerous instances nothing can be done. The combination of climbing freight rates, the virtual embargo imposed by some of the steamship lines, the reduced sailings, and difficulties about financial arrangements are spoiling much business, which could be done on a very satisfactory basis, if shipping facilities were available. Needs of the English buyers and those in some other countries appear to be increasing, but they cannot easily be taken care of, and the interests of the exporters are seriously injured. When anything like adequate relief will be afforded no one is in a position to say.

COLUMBUS

A distinct improvement has been shown in the hardwood trade in Columbus and central Ohio during the past fortnight. Trade is brisker and judging from the increased inquiries there is a much better tone developing. With the spring building season approaching it is believed that the volume of business will increase. All grades of hardwoods are in fair demand and there is no especial accumulation of any varieties or grades.

Prices are ruling firm at the levels which have prevailed for some time. There is less cutting in order to force trade and more stability is shown on all sides. Shipments are coming out promptly. Retailers' stocks are light and they are still following the policy of buying only for the immediate future.

Indications are bright for an active building season, judging from the work being done by architects and contractors. Plans have been prepared for buildings of all kinds. This is true especially in the larger cities and towns in central Ohio. The rural sections also show quite a building boom.

Factories making vehicles, implements, and furniture are in the market for hardwoods. Furniture factories have had a fair show season, although not up to expectations. Vehicle factories are busy and more activity is shown in implement lines.

Quartered oak is one of the stronger points in the market and prices are ruling firm. The same is true of the demand for plain oak. Chestnut is moving in fair volume at steady prices. Sound wormy is especially active. Poplar stocks are moving well and all grades are firm. Basswood is rather active, while ash is quiet. On the whole the entiré list is in better position than a fortnight ago.

CINCINNATI

While it cannot be said that hardwood conditions are any better than a week or so ago surely the situation is no worse. All indications point toward a very early spring, and the fine weather of the last several days should it continue is bound to help. Dealers are not at all disappointed because business did not open up with a rush right after the first of the year as some expected, fully realizing the demoralized condition in every line of business. Knowing full well that it would take time for the adjustment to come, they are well pleased to note the steady increase, slight as it is, and feel that there is to be a steady improvement as the season advances. Many of the woodworking plants are buying in small quantities as usual, but the frequency of these small orders are beginning to amount up, making fair totals under the conditions at the end of the month. Some wholesalers report a scarcity of certain items right now and all state that mills with well manufactured hardwoods are just a little more independent when quoting prices than a month ago. The slowest seller on the list is red gum in common and better, but sap gum of same quality is doing nicely. There is a little better demand for plain oak, and quartered oak of good grades is in fair request. West Virginia maple is in much improved condition, and the call for this stock is rapidly increasing. Chestnut in common and better grades is moving slowly, but sound wormy in all thicknesses is showing considerable strength. There is a decided improvement in the request for ash, especially thick stock. Prices are strong at recent quotations, but dealers do not anticipate better prices for a month or two at least, when a general movement in hardwoods is expected. With the long curtailment of product at mill points when the demand does come there will be none too much dry stock to meet it.

TOLEDO

There is a better tone to business here than there has been for a long time past. With the coming of better weather people seem to have recovered both their spirits and their confidence and it is generally predicted that a few more weeks will witness what might be termed another building boom. Local architects are busy with plans for structures of various kinds, ranging from private residences to duplexes, apartment houses, public buildings, school houses, etc. The building will be heavy this season throughout northwestern Ohio. Many of the smaller cities are planning public buildings of an important nature. The trade is still light, but inquiries are plentiful and everything indicates an early opening up of business. Dealers are fairly well supplied and stocks for immediate use are easy to secure. Prices are fairly firm considering general trade conditions. Toledo has the proud record of heading the list of large Ohio cities in building gains for January. Permits were issued here in January for 105 buildings to cost $537,297, while last year's valuation amounted to but $234,894, showing a gain of 128 per cent.

Dermott Land and Lumber Company
DERMOTT, ARK.

The White Lake Lumber Co.
Peoples Gas Bldg., CHICAGO, ILL.

Northern and Southern Hardwoods
CAR STOCK

WHITE PINE YELLOW PINE
High Quality—Prompt Delivery

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13M 6/4	1st and 2nd	13M 6/4	1st and 2nd red
15M 6/4	No. 1 common	4M 8/4	1st and 2nd plain
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WHITE OAK		ROCK ELM	
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40M 8/4 No. 2 common and better

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.
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ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin

The Tegge Lumber Co.
High Grade
Northern and Southern
Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
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MANUFACTURERS
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Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

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GENERAL OFFICE—JACKSON, KY.

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
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Perfect Dry Kiln Trucks

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DOUBLE AND SINGLE

Write for Information

DRIER DEPARTMENT

The A. H. Andrews Co.
115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

INDIANAPOLIS

Bright, spring like days have caused a little brightening in the hardwood trade in this vicinity during the past two weeks, and have had an appreciable effect toward strengthening nearly all lines of business.

Hardwoods are moving a little better, though prices remain about the same. No large amount of business is in sight, however, and both the dealers and manufacturers will be satisfied if it comes anywhere near normal. Woodworking plants everywhere continue to increase their activities slightly, but few of them are yet running on regular schedules. It is the general consensus of opinion that hardwood men need not expect any great amount of business during the first half of this year.

MEMPHIS

The hardwood market here has shown still further improvement during the past fortnight, both in prices and in the volume of business. It may also be noted that there is a general disposition to look for still further betterment in domestic circles. Export business is almost at a standstill. Exporters are complaining bitterly about the scarcity of ocean freight room and the practically prohibitive rates when any is available. In fact, they make no effort to conceal their disapproval of the alleged arbitrary attitude of ocean carrying companies toward lumber cargoes. Domestic demand is gradually broadening and this means a more general movement of southern hardwoods than for some time. The call is particularly good for plain and quartered oak, both red and white, for ash and for sap gum. Prices on oak are being gradually raised and ash is selling at good figures. There is not a little complaint, however, regarding values commanded by red gum. The lower grades of cottonwood and gum are still moving freely, as the box manufacturers throughout this section are operating at full capacity. It is possible that offerings in low-grade gum are increasing somewhat, but there is no gain in the amount of low-grade cottonwood available. Poplar is reported in good request and there is a satisfactory demand for cypress in grades above shops. Red gum continues rather quiet and the higher grades of cottonwood, including box boards, appear to be in rather limited request. Hardwood production is increasing somewhat, but it is doubtful if it is more than keeping pace with shipments, with the result that offerings are generally somewhat below normal.

NASHVILLE

There was little change in the hardwood lumber situation during the first half of February. Some of the dealers report more business, while others report a light volume of trade. The general tendency seem to be to improve. There has been no material change in values, it being the opinion of manufacturers that any reduction would not be to their benefit. Stocks are generally liberal, though production has been curtailed heavily for six months. There is trading in oak, ash, poplar, chestnut and the other lines.

BRISTOL

While the actual surface improvement in business is very light, Bristol hardwood men think the situation will begin to improve materially within the next few weeks. In anticipation of this many mills in this section are resuming operation. Fully a dozen large mills have gone into operation in the past thirty days and it is believed that a goodly number of those still idle will start up before April, so general is the feeling that business will improve sufficiently to justify it. The yard stocks in this section are very low as a rule. Some of the lumbermen report a heavy movement of stock, while the majority report trade dull.

LOUISVILLE

Business in the Louisville hardwood market during the past fortnight has been fairly good. Although there has been no rushing demand, most of the leading concerns report that the demand has shown more snap than heretofore, and buyers in many lines are entering the market more aggressively. While rising prices may have helped some, as in the case of mahogany, which is advancing on account of the log shortage and high ocean freight rates, actual consumption is picking up to such an extent as to justify more extensive purchases of materials. In the territories where the agricultural interests are large furniture sales have been excellent, but in industrial sections, where unemployment has been an adverse factor, the furniture manufacturers have found business poor, and sales of lumber and veneers have been slow on that account. The implement and vehicle trade continues to show improvement, and much is looked for from the building situation, which promises to open up in the immediate future. Prices are strengthening on a good many items, due to the lack of production and the consequent shortages, but most of the staples remain in ample supply, and quotations are generally unchanged on these. Thick stock as a rule is not plentiful, and is being held at advanced figures.

ST. LOUIS

Reports differ in regard to hardwood conditions. Some of the local distributors say they are having a fair volume of business and the demand is increasing right along, while others report that the situation is quiet

The Largest Hardwood Sawmill in the World Is Again In Operation

During our few months' shut down we have maintained our usual prompt and efficient service on shipments of

Oak, Gum, Elm & Ash

from the 20,000,000 feet of stock we had in yard at time we stopped sawing.

Our stock is now rapidly assuming normal proportions and we shall welcome inquiries for immediate shipment.

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50,000 ft.	12/4	Sap & Select Poplar	73,000 ft.	4/4	Nos. 1 & 2 Plain Red Oak
18,000 ft.	16/4	Sap & Select Poplar	240,000 ft.	4/4	No. 1 Com. Red Oak
37,000 ft.	12/4	Nos. 1 & 2 Poplar	172,000 ft.	4/4	No. 2 Com. Red Oak
30,000 ft.	5x5	No. 1 Com. Poplar	27,000 ft.	5/4	No. 1 Com. Red Oak
16,000 ft.	6x6	No. 1 Com. Poplar			
36,000 ft.	8/4	Nos. 1 & 2 Wormy Chest	16,000 ft.	5/4	No. 2 Com. Red Oak
60,000 ft.	5/4	No. 1 Com. Chest.			
71,000 ft.	6/4	No. 1 Com. Chest.	15,000 ft.	12/4	Nos. 1 & 2 Pl. Red Oak
6,000 ft.	12/4	Nos. 1 & 2 Red Birch	75,000 ft.	4/4	Scented Cedar.

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One Million Dollars

in savings has been returned its members by the

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Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY B. CLARK
Western Representative
Portland, Ore.

Attorney in Fact
KANSAS CITY, MO.

and is just about the same as it has been for several weeks. There is a slight strengthening in prices all along the line, with prospects of a general increase when the demand becomes better. The cypress people report a fair volume of business with an increase in sight within the next few weeks. Dealers in the territory tributary to St. Louis are doing a fair amount of business in anticipation of their spring trade, but the consumers are not coming into the market as liberally as they should and their trade is below the average. Prices are steady, with an upward tendency.

DETROIT

The hardwood market is not improving so rapidly as was expected a few months ago. There is little demand for all lines for interior finish, due entirely to the slackening of new building operations, in which Detroit has suffered with the rest of the country. New building is largely restricted to the man who has money enough to build what he wants as a home. Investments in new buildings are few.

The manufacturing demand in Detroit is slack; in fact, cannot be said to show any great improvement over that of the last few months in 1914. Several of the consuming factories are not operating full forces nor are they working full time. In some cases suspension of exports is the cause, while in others a falling off in domestic demand is at fault.

MILWAUKEE

Judging from the inquiries which are being made, there ought to be plenty of business ahead. The actual orders which are being placed are increasing slowly, although possibly not at the rate which lumbermen would like to see. The factory trade is buying a little more freely, and a better business from this source is looked for later in the season when spring building operations are more advanced. Stocks on hand at most of the sash and door and general interior woodworking plants are light, as these concerns have been buying carefully for so many months. It looks as though it would be absolutely necessary for these industries to place their orders more freely within the near future. Wholesalers say that retailers about the state are making inquiries and are actually buying a little more stock, in order to be in readiness for the building which will be carried on about the state this year. The farm implement manufacturing concerns in Milwaukee and other cities in southern Wisconsin are buying fairly well. The furniture people are still buying rather carefully.

Building operations in Milwaukee, which have been rather inactive since the opening of the new year, are now showing more life and the indications are that much delayed building, held over from last fall, will now be carried on. Twenty-eight permits were issued during the past week for structures to cost $163,430, as compared with 36 permits and an investment of $116,150 during the corresponding week a year ago. Architects and contractors say that plans are being made for many new building projects.

Prices on northern hardwoods are holding firm, as stocks in this line are light and will be unequal to requirements when once the spring trade becomes more active. Wholesalers believe that birch, maple and beech, and probably basswood, will show advances later in the season. It is reported that both plain and quarter-sawed oak is a little stronger. There are occasional rumors of price cutting, but this practice is not general.

The mild weather of the past week or so has tended to melt the snow and break up the logging roads in the northern Wisconsin lumber country, although operations have not been interfered with to any extent as yet. The weather has been so favorable all winter that it is anticipated that the log output will be much larger than had been predicted earlier in the season.

LIVERPOOL

The market here has been exceedingly active during the past two months, but the activity has not been of much value to American shippers. Prices in Liverpool are materially higher but with 65 cents per hundred pounds being paid for freight from southern ports to Liverpool the advance is not of much value to shippers. Cypress boards are about the best points. Stocks of 1x8 and up prime or select grade are moving well at good prices. Values, however, are very uncertain owing to the freight position. There is practically no stock of boards left in Liverpool. Ash and hickory logs for various government orders are also selling well. The advice given recently as to oak staves seems to have served some shippers a good turn, as many thousands are now being landed on the Liverpool quays. Nearly all hickory logs are cleared out and new arrivals would come to a very firm market, but shippers should send logs as far as possible 12½ feet and up. The same applies to round ash. Very little birch is in stock and prices are very high. There have been no public sales of mahogany since July, though some sales have been made privately. Oak planks especially free of heart stock are moving very briskly, particularly stocks which are dry or nearly so. Ash planks are not nearly so strong, and shipments are not advised. The congestion in Liverpool is the worst consideration, and it is no uncommon thing to find ships hung up in Liverpool docks for over a month before being able to discharge their cargoes. Then, when the cargo is landed, considerable difficulty is found with railways due to the shortage of labor and trucks. So many Lancashire men have joined the British army that labor is very scarce even for important war office consignments.

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75,000,000 feet White and Red Oak stumpage in northeastern Texas. Low price and easy terms. For information write,
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THE VAIL COOPERAGE CO., Fort Wayne, Ind.

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Chicago.

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Plain and Quartered Clear Red and White Wide schedule of sizes. Spot cash payment.
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Hard Maple and Beech Squares 42", 44" 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us Will take them dry or green.
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WE WILL HAVE FOR DELIVERY

this spring from 60 M to 100 M ft. 1⅝" Beech, Birch and Maple squares in lengths from 60" down.

Also for immediate delivery 10 M ft. 50% each 1x3x48 and 1¼x2x48 clear Hard Maple staves, thoroughly dry and bundled for export.
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1 Wood electric light outfit complete.
1 12x20 engine.
1 Deep well pump.
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Having discontinued operating our Sawmill and Factory, we offer the machinery, including belting, etc., for sale cheap. Write for complete list and prices. WISCONSIN TIMBER & LAND CO., Mattoon, Wisconsin.

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Advertiser has plant and large tract of valuable timber 130 miles from New York, and a large share of the capital. Brains, energy and ability of a practical man desired rather than any great amount of capital. Thorough inspection courted and given. The opportunity of a life time for the right man. Sell interest in the whole or any part of it. Highest references given and expected. Will give right kind of man chance to acquire the whole. Address
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Complete and in running order. Equipped for manufacturing baskets, boxes, crates and veneers; now in operation; located in one of the largest Southern cities, in heart of long and Short Leaf Pine and Red Gum timber belt, with annual local trade of about $50,000. Splendid opportunity for the right man. Will sell all or half interest to party capable of taking active management of the plant. Address "SALE," care HARDWOOD RECORD.

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Modern Band Sawmill, Veneer Mills and Dimension department. First-class condition. Best location for southern hardwoods. Plenty of timber, with river and rail connection; good organization and trade established. Always made money, enabling owners to retire. Now is the time—you will never have a better chance. Plant has never closed down and is now running. If interested, write to "BOX 29," care HARDWOOD RECORD.

PUBLIC SALE

of the real estate, machinery and stock of United Refrigerator & Ice Machine Co., bankrupt, of Kenosha, Wis., will occur March 15, 1915, on the premises. Property will be offered both in separate parcels and as a whole. This plant is acknowledged to be one of the best and most completely equipped factories producing refrigerating fixtures and small ice machines. Will sell lumber and manufactured goods now at private sale.

Send for lists and full particulars.

J. D. ROWLAND, Trustee,
Kenosha, Wis.

45,000,000 FEET OF HARDWOOD

timber under contract of sale to operating company upon pay as cut plan, new band mill, daily capacity 25,000. Will sell timber and contract at sacrifice for cash. P. O. Box 389, New Orleans, La.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you

FIVE PASSENGER AUTOMOBILE.

A new six-cylinder; self-starter, electric lights and all latest improvements. We took this on a debt and will sell cheap or exchange for any kind of hardwood lumber. Full description on application.

THE W. E. HEYSER LUMBER CO.,
Cincinnati, Ohio.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Leg Hammers.

MAKE BOX SHOOKS

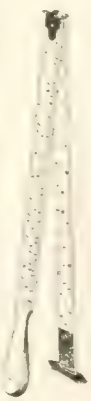
Up to 24" Long, or

LOOSE BARREL STAVES

Of Finest Quality and at Lowest Cost

From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.

The Peter Gerlach Co., Cleveland, O.



LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered

Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
Nashville, Tenn.

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. The case enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.

PRICE LIST

Aluminum Tally Covers, each - - $ 1.00
Aluminum Tally Covers, per dozen - - 10.00
Patented triplicate Tally Tickets (stock form)
per [illegible] 10.00
Single sheet manila (stock form) Tally T[illegible]
per [illegible]

Specimen forms of Tally Tickets mailed on application. Covers and tickets [illegible] covers.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

Hardwood Consumers' Requirements for 1915

The business depression of the past year has compelled the woodworker to economize wherever possible. He has tried to save money by looking for the cheapest raw material that would meet his requirements. As a result, changes in kinds, grades and dimensions of hardwoods used for 1915 will be more marked and widespread than ever.

The most effective sales corps is the one which has most complete knowledge of customers' needs — a mediocre salesman with this information can make a better showing than the class A man who hasn't it.

A $40,000 investment in collecting and compiling just this information proves to us that no company can afford to individually maintain such a service on a thoroughly effective basis. We offer you the opportunity of protecting your selling investment by providing it for you — all filed for quick reference and instant use.

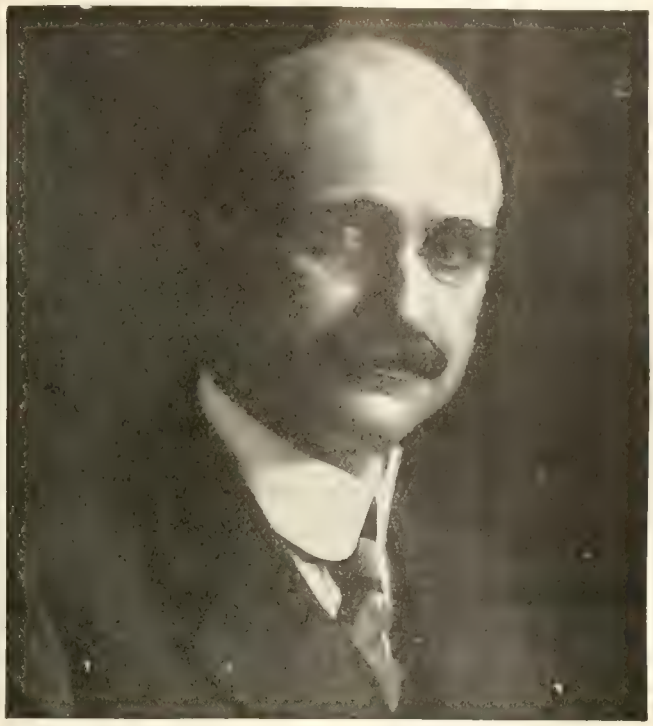
It is now being corrected throughout for 1915 changes and will be ready for use in revised form in a couple of weeks.

Don't overlook this chance of making the work of your sales department more effective at very little cost.

WRITE FOR PARTICULARS

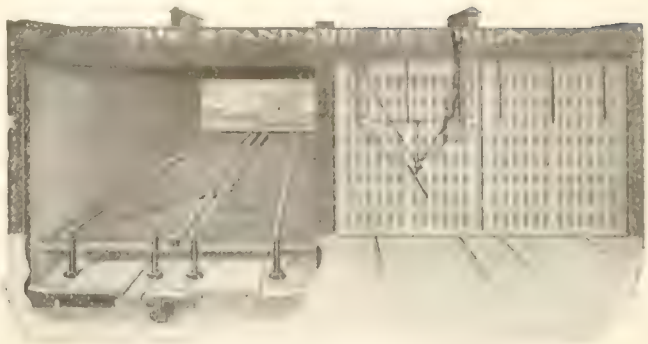
Hardwood Record, Chicago, Ill.

The revised information is of course most effective while fresh



FOR over twenty years, E. C. Mershon has been recognized as the authority on all matters pertaining to the sawing of wood with a Band Resaw. Purchasers of Mershon Band Resaws have the benefit of his experience.

Wm. B. Mershon & Co., Saginaw, Mich.



THE GUARANTY

that goes with The Standard Dry Kiln

is the kind of a guaranty that any fair-minded purchaser would write himself. And The Standard Dry Kiln has been making good on this guaranty for more than a quarter of a century. Many furniture and hardwood manufacturers are using it. Ask *them!*

On request, we will gladly send you our catalog and 64-page List of Users. Address The Standard Dry Kiln Co., 1551 McCarty St., Indianapolis, Ind.

Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1″ lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.

EAU CLAIRE WISCONSIN

RELAYING LOGS 3600 FEET

OVER TWO SPANS

LIDGERWOOD OVERHEAD RELAY SKIDDER

Skids logs over intervening ridges. One outfit does operation from one setting. Saves rolling and handling.

Write for Particulars

Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK

Woodward, Wight & Co., Ltd., New Orleans

Lidgerwood Mfg. Co., Seattle, Wash.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

See That Joint

The lock joint feature of our cores cannot be too carefully considered by quality buyers.

Just as it would be foolish for the jeweler to set an exquisite design with a poor stone, so it would be foolish for us to feature this joint without the same thorough attention to every other feature of quality panel construction.

The test of time will bear this out.

You have to buy panels somewhere; you naturally want the best you can get for the money; we honestly think we have something of unusual merit. If we have, can you afford not to find it out through a small order? You will lose nothing and should gain a great deal.

Wisconsin Seating Co.

Auto Dashes Tops and Panels Chair Backs and Seats
NEW LONDON, WISCONSIN

MAKERS OF TIME PROOF PANELS

THE STANDARD VENEER CO.

Manufacturers
Rotary Cut Birch Veneers
HOULTON, ME.
MILL AND STORE AT STOCKHOLM, ME.

SEDRO VENEER COMPANY

Manufacturers of COTTONWOOD ROTARY CUT & DOUGLAS FIR VENEERS AND PANELS
SEDRO-WOOLLEY, WASHINGTON

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties
TOMAHAWK WRITE FOR PRICES. WISCONSIN

OUR
BIRCH VENEERS
ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

Sliced Quartered Oak
Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.
P. B. RAYMOND, General Manager, Knoxville, Tenn.

Door Panels
Three and Five Ply
All Woods

For One, Two, Five and Six Panel Doors All Carried in Stock Ready for Immediate Shipment

Geo. L. Waetjen & Co.
Milwaukee Wisconsin

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods **PHILLIPS, WIS.**

At the Landing

BIRCH & MAPLE

Ready for Immediate Shipment

700,000 ft. 4/4 No. 2 Com. & Bet. Unsel. Birch
100,000 ft. 5/4 No. 2 Com. & Bet. Unsel. Birch
200,000 ft. 6/4 No. 2 Com. & Bet. Unsel. Birch
75,000 ft. 4/4 No. 3 Common Unsel. Birch
90,000 ft. 6/4 No. 3 Common Unsel. Birch
500,000 ft. 4/4 No. 2 Com. & Bet. Hard Maple
50,000 ft. 5/4 No. 2 Com. & Bet. Hard Maple
80,000 ft. 6/4 No. 2 Com. & Bet. Hard Maple
300,000 ft. 4/4 No. 3 Common Hard Maple
17,000 ft. 6/4 No. 3 Common Hard Maple

The above was carefully manufactured in our own BAND MILL here at New London.

YOU'LL DO WELL TO WRITE US BEFORE BUYING

HATTEN LUMBER COMPANY

New London **Wisconsin**

Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

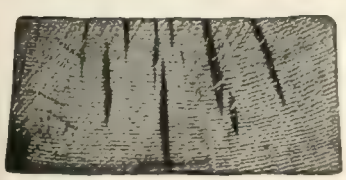
BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

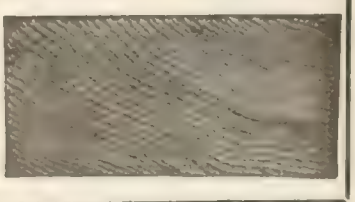


Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH. ASK US ABOUT IT.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

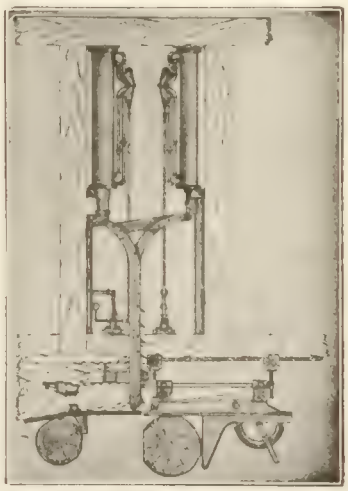
I. Stephenson Co., Trustees - WELLS, MICHIGAN

WM. E. HILL CO.

KALAMAZOO, MICHIGAN

Manufacturers of Saw Mill Machinery

"The line that is imitated"



"Original Hill Steam Nigger"

STATIONARY TYPE WITH IMPROVED CENTER VALVES AND SPECIAL PATTERN TOOTH BAR

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 8/4 No. 2 Com & Better Maple.
30 M ft. of 12/4 No. 2 Com. & Better Maple.
50 M ft. of 8/4 No. 3 Common Maple.
100 M ft. of 12/4 No. 3 Common Maple.
100 M ft. of 6/4 No. 2 Common & Better Birch.
100 M ft. of 5/4 No. 2 and No. 2 Common & Better Birch.
15 M ft. of 10/4 No. 1 & No. 2 Common Birch.
15 M ft. of 12/4 No. 1 & No. 2 Common Birch.
100 M ft. of 8/4 No. 2 Common & Better Rock Elm.
50 M ft. of 6/4 No. 2 Common & Better Rock Elm.
100 M ft. of 6 ft. No. 3 Maple.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

WE WANT TO MOVE:

50,000 ft. 8/4 No. 2 and better Soft Maple.
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

100M 4/4 End Dried White Maple
10M 5/4 End Dried White Maple
19M 6/4 End Dried White Maple
21M 6/4 No. 1 Common and Better Hard Maple
50M 12/4 No. 1 Common and Better Hard Maple
30M 16/4 No. 1 Common and Better Hard Maple
25M 4/4 White Pine Crating Lumber
18M 4/4 No. 2 Common and Better Soft Maple

FULL THICKNESS BAND SAWN QUICK SHIPMENT

BUFFALO

The Foremost Hardwood Market of the East

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
Oak, Ash and Poplar
932 ELK STREET

T. SULLIVAN & CO.
SPECIALTIES:
Gray Elm, Brown Ash
Pacific Coast Fir and Spruce
2 ARTHUR STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure.
The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

BOTH NORTHERN and SOUTHERN OAK

HARDWOOD LUMBER and ROTARY VENEERS

STIMSON

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

E. R. ODLE, Sales Manager
5950 So. Park Avenue CHICAGO Phone Wentworth 4656

ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

¶ It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

150,000 ft. 4/4 Firsts and Seconds	WHITE OAK
220,000 ft. 4/4 No. 1 Common	WHITE OAK
160,000 ft. 4/4 No. 2 Common	WHITE OAK
45,000 ft. 5/4 Firsts and Seconds	WHITE OAK
85,000 ft. 4/4 Firsts and Seconds	RED OAK
150,000 ft. 4/4 No. 1 Common	RED OAK
100,000 ft. 4/4 No. 2 Common	RED OAK
100,000 ft. 4/4 Sound No. 3	OAK

We also have a circular mill, from which we are offering the following stock:

75,000 ft. 4/4 No. 1 Common Red Oak
125,000 ft. 4/4 No. 2 Common Red Oak
25,000 ft. 4/4 No. 1 Common White Oak
70,000 ft. 4/4 No. 2 Common White Oak

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

What Veneer and Panel Consumers Will Use in 1915

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1915 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

Hardwood Record

Twentieth Year, Semi-Monthly.

CHICAGO, MARCH 10, 1915

Subscription $2.
Single Copies, 10 Cents.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

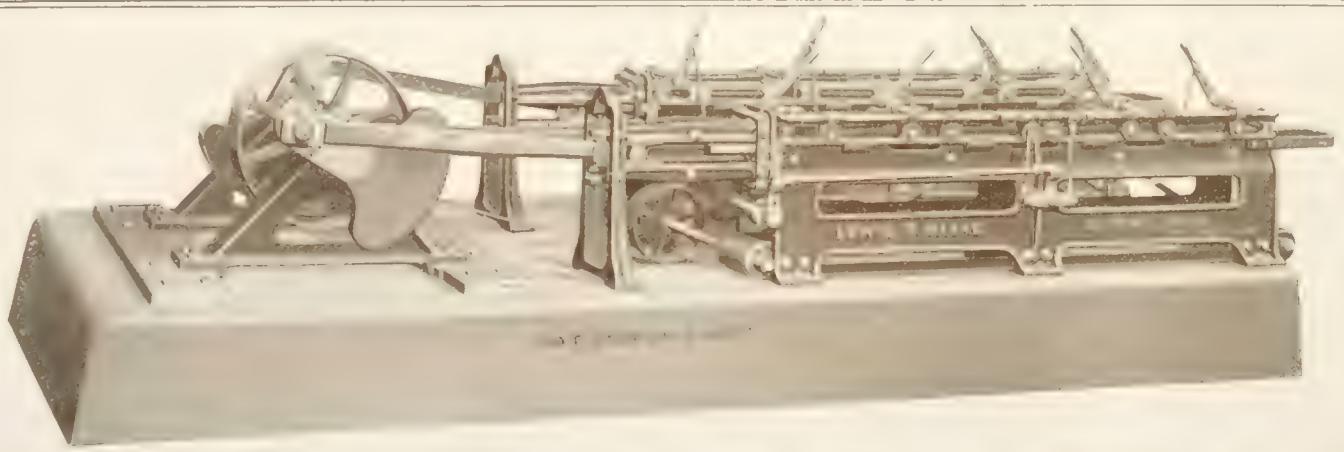
1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*



One Man on the Klines Horizontal Beat Two Men on 10 to 12 Uprights

Write for our book that backs the above assertion with mechanical facts, and letters from users.

LUMBER MANUFACTURERS:
Utilize your waste material
WOODWORKERS AND MATTRESS MAKERS:
Make your own excelsior

Let the Kline Booklet tell you how

Kline's Eight Block Excelsior Machines

ALPENA INDUSTRIAL WORKS, ALPENA, MICH.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

No. 2 Common and Better Elm

We offer subject prior sale one-inch Cadillac Gray Elm in the following combinations of grades: (2115)

No. 2 Com.	No. 1 Com.	1's & 2's	Prices
40%	40%	20%	@ $26.00
45%	40%	15%	@ 25.00
50%	40%	10%	@ 24.00
60%	30%	10%	@ 22.50

These prices are for f. o. b. Cadillac. Our usual terms of sale. Would like prompt or early shipment.

COBBS & MITCHELL, Inc.
SALES DEPARTMENT
CADILLAC MICHIGAN

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.
CADILLAC, MICH.
SALES DEPARTMENT

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

PENROD
Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD, JURDEN & McCOWEN

Manufacturers of

HARDWOOD LUMBER AND VENEERS

Announce the Opening of
GENERAL OFFICES in
MEMPHIS, TENN.

Veneer Mills, HELENA, ARK.
Band Mills, BRASFIELD, ARK.

"STEARNS" QUALITY LUDINGTON

Hardwood Specialists

5,000,000 feet
4-4 to 8-4
BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The STEARNS SALT & LUMBER CO.
LUDINGTON, MICH.

Any Change

In the map of Europe will in no way effect the color or texture of our lumber. It will always be the same uniform, soft textured, even (white) colored stock as before.

Our Own Timber Our Own Mills
Our Own Organization

THE
MOWBRAY & ROBINSON CO.
Manufacturers
Cincinnati, Ohio

YARDS
Detroit, Mich.
Rochester, N. Y.
Brooklyn, N. Y.
Cincinnati, O.

MILLS
Quicksand, Ky.
West Irvine, Ky.
Viper, Ky.
Hombre, Ky.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY,
CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

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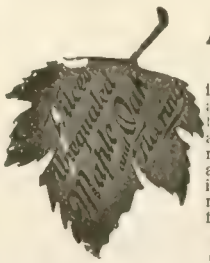

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12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

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3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
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40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

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20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
80,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
18,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
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30,000' ½"x2¼" Clear Qtd. Red
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1 car 6/4 No. 1 Common Qt. Red Oak.
2 cars 4/4 1s and 2s Pln Wt. Oak.
3 cars 3/4" No. 2 Common & Better Walnut.
1 car 4/4 Poplar Box Boards, 13" to 17" wide.
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50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
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20 M' 12/4 1s and 2s Qtd. White Oak
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75M 4/4 No. 1 Common Basswood
90M 4/4 No. 2 Common Basswood
40M 5/4 1st & 2nd Basswood
90M 5/4 No. 1 Common Basswood
60M 5/4 No. 3 Common Basswood
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160M 6/4 No. 3 Common Beech

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100M ft. 4/4 No. 3 Common Maple
500M ft. 5/4 No. 3 Common Maple
20M ft. 6/4 No. 3 Common Maple
100,000 ft. 4/4 No. 1 & No. 2 Common Birch.
75,000 ft. 4/4 No. 3 Common Birch.
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
500,000 ft. 5/4 No. 3 Common Beech.
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
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16/4 No. 1 Com.	34,700 ft.
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12/4 No. 1 Com.	26,000 ft.
10/4 1s & 2s, 8" and up	163,200 ft.
8/4 1s & 2s, 8" and up	180,200 ft.
8/4 No. 1 Com., 8" and up	8,200 ft.
8/4 heart culls	72,000 ft.
6/4 1s & 2s, 8" and up	286,000 ft.
5/4 1s & 2s, 8" and up	166,800 ft.
5/4 Bird's Eye	920 ft.
4/4 Bird's Eye	480 ft.
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4/4 Heart culls	61,200 ft.
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5/4 No. 3 Com.	3,000 ft.
4/4 No. 1 Com.	52,000 ft.
4/4 No. 2 C. & B.	180,200 ft.
4/4 No. 2 Com.	28,000 ft.
4/4 No. 3 Com.	93,500 ft.

BEECH

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4/4 Full cut	26,000 ft.

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6 Cars 4/4"x18" to 22" 1st & 2nds Cottonwood.
10 Cars 4/4"x13" to 17" Cottonwood Box Boards.
5 Cars 4/4"x 9" to 12" Cottonwood Box Boards.
5 Cars 5/4"x 6" to 12" 1st & 2nds Cottonwood.
3 Cars 6/4"x 6" & wider 1st & 2nds Cottonwood.
3 Cars 8/4"x 6" & wider 1st & 2nds Cottonwood.
2 Cars 3/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 1/2"x 6" & wider 1st & 2nds Plain White Oak.
3 Cars 5/8"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 3/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 4/4"x 6" & wider 1st & 2nds Plain White Oak.
2 Cars 5/4" Log Run Soft Maple.
5 Cars 12/4" Log Run Soft Maple.
2 Cars 3/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 1/2"x 6" & wider 1st & 2nds Red Gum.
3 Cars 5/8"x 6" & wider 1st & 2nds Red Gum.
2 Cars 3/4"x 6" & wider 1st & 2nds Red Gum.
7 Cars 4/4"x 6" & wider 1st & 2nds Red Gum.
2 Cars 5/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 6/4"x 6" & wider 1st & 2nds Red Gum.
1 Car 8/4"x 6" & wider 1st & 2nds Red Gum.
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1 Car 3/4"x 4" & wider No. 1 Com. Red Gum.
6 Cars 4/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 5/4"x 4" & wider No. 1 Com. Red Gum.
1 Car 6/4"x 4" & wider No. 1 Com. Red Gum.
2 Cars 3/8"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 3/4"x 6" & wider 1st & 2nds Sap Gum.
3 Cars 4/4"x13" & wider No. 1 Com. Sap Gum.
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2 cars 4/4 1s & 2s Quartered White Oak.
1 car 4/4 No. 1 Common Quartered White Oak.
1 car 4/4 1s & 2s Plain Red Oak.
5 cars 4/4" No. 1 Common Plain Red Oak.
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2 cars 4/4" No. 1 Common Gum.
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5 cars 2" No. 1 Com. Poplar
5 cars 1" No. 1 Com. Red Gum.
1 car 2" 1st and 2nd Plain Red Oak
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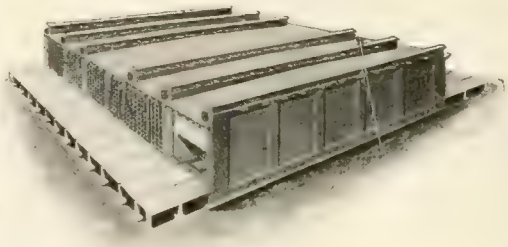

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HARDWOOD RECORD CHICAGO

Hardwood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
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Review and Outlook

General Market Conditions

THERE IS APPARENTLY NO CHECKING the growing belief that the lumber business is looking up. Conditions seem to have passed a point where good business is predicted and to have reached that stage where predictions actually show a material evidence of existence. Contrary to reports of a month or two ago, more favorable summaries of trade are not exceptional or local, but emanate from all of the important hardwood centers of the North and the South. However, everyone seems to realize the futility of endeavoring to fool one's self, and as a consequence even the optimists are decidedly conservative in what they have to say regarding the improvement in trade. However, the rapidly increasing number of voices on the affirmative on this question is carrying greater and greater conviction. This opinion has been backed up within the last ten days by undeniably affirmative evidence in the form of actual orders placed at advanced prices. This is particularly true of oak.

Heretofore reports have been taken up with arguments tending to show why trade *should* be better. Of late these reports have been more specific and have given a good deal more satisfaction in their analysis of why trade *is* better. The arguments advanced are precisely the same for different parts of the country, and leave no room for doubt that trade is being very gradually accelerated.

Renewed vigor in the building trade has been the chief source of satisfaction for a month or so. Up to the last couple of weeks, however, it has been more or less of a hoped for condition, but the very mild weather that has prevailed pretty much all over the country for some weeks back has resulted in the completion of arrangements for a great deal of new work which will actually be gotten under way very quickly. There is nothing at all imaginary in this, as it is based directly on actual records.

There continues to be some disappointment as a result of the fact that the railroads are not going ahead with purchases on a normal basis. However, the majority of the trade realizes that regardless of freight rate increases, the carriers are up against practically the same circumstances that other lines of industries have had to face. The railroads immediately feel the effects of any period of depression, and it is altogether logical to expect them to retrench wherever possible immediately upon there being evidence of a country-wide inertia. That they have actually shown a greater interest in the purchase of materials in the last couple of months should be sufficient reason for a considerable amount of satisfaction. It is true that they have not been willing to place orders for any quantities of raw material on the basis of a particularly favorable price level, but they are not to blame for not wanting to pay more than the lowest prices prevailing. However, there is certainly going to be a shortage in a good many of the lines the railroads purchase and the fact that most of the substantial lumber institutions have insistently held their stock for fair values cannot but result in their realizing sales on advanced prices.

HARDWOOD RECORD has dwelt very strongly and consistently on the logical outcome of comparative stock conditions at producing and consuming points. This suggestion is so full of favorable portent that it is worth still further emphasis. Nothing has developed within the last couple of weeks that would give reason for apprehension that stock conditions will be able to take care of the stimulated demand. It is true that quite a number of hardwood mills have started up, but many of them have not been able to log on a favorable basis and many others have resumed operating on more or less restricted lines.

There is every reason to believe that a marked improvement will be in effect considerably sooner than the completion of the drying period for this newly manufactured stock. In the meantime there is a growing evidence of rapid breaking up of stock in a great number of items. The number of lines in which there is a marked scarcity is rapidly increasing. In short, there seems no possible outcome other than a situation that will show a much better face than the hardwood trade has shown at any time in the last few months. No one has become hysterical over orders or prices as yet (that is, hysterically elated), and it is not at all likely that there will be sufficient incentive for anyone to develop such a state of mind until the entire country is again placed on a purely *commercial war* basis. In the meantime this country is every day becoming more sanely adjusted to the new conditions, and is daily coming to realize more forcibly the truth of the often repeated statement that it can get along pretty nicely regardless of what the rest of them are doing.

Lumber, of course, is not exactly a barometer indicating such changes in national sentiment, but other industries can be considered more or less in that light. Such industries, for instance, as that having to do with iron and steel are showing a much more healthy tone. It is necessary that only a start be made in this direction in order that the whole country will follow. It certainly seems as though the tide has turned and that it is gradually submerging the rocks of doubt, uncertainty, and fear to a depth which will make conservative but much more active business possible.

The Cover Picture

PENNSYLVANIA HAS PLAYED [illegible] game in the United States, and it continues to occupy a prominent place and will always do so. It is one of the states which has taken hold of the forest problem in earnest and is solving it. Pennsylvania's forestry department is one of the best in America. The prime-

virgin woodlands of that region were rich and varied, and they covered every part of the area. There were no prairies and no vacant places. Even the wild Indians seem to have had few corn fields and pumpkin patches there, and the woods had never been extensively burned by the savages, as was the case further east, south and west. Early travelers, especially Peter Kalm and John Bartram, have left descriptions of the splendid Pennsylvania forests prevailing in their time.

One hundred and sixty-five years have passed since then, and the state's population has increased from two hundred thousand to seven million, and the woods are still sufficient to supply a large part of the people's wants. The cover picture which illustrates this number of HARDWOOD RECORD is a Pennsylvania forest scene on the waters of Allegheny river about one hundred miles northeast from Pittsburgh, and near the village of Nebraska. It is practically a primeval forest, but a little culling has been done. There are hardwoods and needle-leaf trees, intermixed as nature planted them. The hardwoods include twenty or more species, with oak, beech, birch, and maple prevailing. The soft woods consist principally, perhaps wholly, of white pine and hemlock.

Anything like accurate figures of annual lumber cut in Pennsylvania have been kept only about sixteen years. Before that time there were a few estimates and many guesses. In 1880, according to government figures, Pennsylvania supplied more lumber than any other state, except Michigan, which was then at the zenith of its white pine production. It is not improbable that if the whole period of the country's history is considered, Pennsylvania has produced more lumber than any other state. Lumbering has been a business there for two hundred years, and the end is not in sight.

False Economy in Forestry

AN ARAB YOKES A CAMEL and a cow to a cart, but it is not a good team, though it may be the best the bedouin can do with his limited resources.

Some of the states in their attempts to provide for their forests are imitating the Arab. They harness a forester to a game warden and put the leading-rein on the warden. In spite of all good intentions, it is not a team likely to do effective work. A number of states have done this and have lived to repent it; yet, in spite of failures, others are still trying to do it.

Efforts to conserve the state's forest resources are commendable; enthusiasm in the cause is commendable; steps taken with a sincere purpose of accomplishing something are commendable; but when any state supposes that it is providing an efficient forestry department by affixing a forester to the game warden's office, it is laboring under a delusion. It is a case of mistaken judgment, and failure will follow.

A forester's place is higher than a game warden's. The larger field to be covered, the greater responsibilities, the wider vision required, the more complicated problems to be worked out, the more complete store of basic information demanded, all combine to place upon a forester a line of duty which the game warden knows not of. To place the forester in the subordinate place, and to curb his freedom of action and to discourage his initiative, amount to no less than dooming his efforts to failure before he has taken his first step.

The argument advanced by legislators in favor of having game and forests under a single commission and practically under the same man, is that one commission or one department is more economical than two. Politicians shy from new jobs. They wish to avoid the appearance of multiplying commissions or positions, lest they are accused of extravagance. They know the forests ought to be cared for. The people have asked that steps be taken along that line. So the legislature, with good intentions but with little information as to results, attaches a forest service to the game warden's job. That has been tried often enough and long enough, and there ought no longer be any doubt of the outcome; yet the lesson has not been learned. Economy can be so close that it strangles what it is meant to help. Experience has shown that only in rare instances has a game warden or a game commission ever done anything to help forestry. These men are not hostile, but they do not have the proper viewpoint, and they do not know how. They over-value the importance of wild game, and fail to appreciate the worth of the forests. That is natural from their training and the consequent channel of thought.

A few years ago at a conservation meeting in Washington, D. C., a game warden of a southern state, who was also ex-officio forester, delivered a pyrotechnic oration on the glories of forestry, and declared that his overpowering enthusiasm for the science was due to the fact that forests shelter foxes, and fox hunting is the grandest gentleman's sport in the world. That was a pretty accurate exposition of the ordinary game warden's conception of forestry. It may not run to fox hunting, but it is apt to hold that game is the chief thing and forests are supplementary only. It is into hands of men with such inadequate conceptions of the question that some states are willing to place the present and future of their forest resources with the attendant complex problems.

Some states, after regrettable mistakes and expensive experiments, have found their bearings and have divorced forestry from game wardens; but others are willing to continue experiments along the back tracks of states which have discovered their errors and turned from them. The legislatures of a number of states which possess vast forest wealth and possibilities, continue to labor under the delusion that the forest problem is of so little importance that some man who is not a forester and probably not even a lumberman, can handle it as a side line. Railroads are in charge of railroad men; agriculture is in the hands of farmers; colleges are managed by educators, politics by politicians, churches by preachers, and forestry ought to be in the hands of foresters.

Hardly an Ideal Patriotism

SOME OF OUR FRIENDS across the border on the North seem to get a good measure of satisfaction from having put one over on the shrewd Yankee. The imposition of the 7½ per cent war tax, (and it certainly is an imposition on the exporter of American lumber to be compelled to either absorb the tax or pass up the sales), presents quite a serious difficulty to exporters of American hardwoods who have counted more or less on the Canadian markets as a partial outlet for their lumber.

Ostensibly the tax is for the purpose of assisting in financing the war moves of England, and inasmuch as Canadians and not Americans are directly interested in giving this assistance, it would seem at least a part of logical patriotism for them to raise no objection to absorbing the tax themselves. It is illogical and unreasonable to expect the American exporters to further detract from the narrow margin of profit from hardwood lumber at present by forcing them to deduct a tax from the charges, thereby cutting the profit on the car to the vanishing point. It is not at all likely that this is the general practice, but the issue has been raised by certain Canadian concerns who have made purchases of American hardwood lumber, and in one case the charge amounted to $45 on a single carload, making the sale practically a losing proposition. This firm has since practically given up all efforts to secure Canadian business.

Patriotism as considered in the terms of vocal ability is one thing, and patriotism as considered in the terms of dollars and cents is another. Evidently in those instances where the Canadian importer has insisted upon the American exporter absorbing his (the Canadian's) share in the burden of war, the former type of patriotism has been much more attractive than the latter. This way of looking at the matter from the Canadian side is fortunately not at all the general viewpoint, in fact, it can be said that these examples are infrequent. However, the spectacle presented by even one such instance cannot be looked upon as at all flattering.

HARDWOOD RECORD is not at all familiar with the conditions surrounding the imposition of tax, nor does it know whether or not these conditions make any provision for the tax being collected automatically from the exporter. Regardless of this, however, even if such provision were part of the enactment, it would really be a very simple matter to make some private arrangement whereby the Canadians would insist upon the American, who should have nothing to do with tax whatever, being relieved of any actual obligations. This course would seem but the part of ordinary patriotism and fair dealing.

Mesquite in Semi-Arid Regions

The American forests do not contain a more picturesque tree than mesquite when it stands bare of leaves on some sun-baked bluff overlooking the Rio Grande. When its foliage returns in early spring, the graceful, pale green compound leaves hide the ungainly trunk and branches, and what before was a personification of desolation becomes a thing of beauty. No tree undergoes a greater change when it passes from its leafless to its clothed condition. When its branches are bare, the crooked, sprawling trunk looks like a half-dead worm-eaten, moss-grown peach tree in an old pasture field in October. Six months later it is as graceful as the Australian pepper tree.

There are two species of mesquite in the United States, one commonly called the screwbean (*Prosopis odorata*), the other is variously called mesquite, algoraba, honey locust, or ironwood. The ordinary observer would note the principal difference between these two species in their fruit. Both bear pods, but those of the screwbean are twisted like a corkscrew. The ranges of both species lie largely in the same regions; that is, from a line drawn from Oklahoma to the mouth of the Rio Grande, thence westward and southwestward to the Pacific ocean, crossing arid and semi-arid regions, as well as some well-watered valley. In the present article, no distinction need be made between the two species of mesquite, though in some respects there is considerable difference.

The range of mesquite westward of Texas is about the same now as it always was, so far as history shows. Man's influence there has apparently neither increased nor diminished the range. But that is not the situation in Texas, and in that state the tree's habit is an interesting theme of study. With the white man's coming, say from fifty to seventy-five years ago, mesquite began to spread into vacant areas. In some places it has advanced forty or fifty miles into prairies and among hills where it formerly grew sparingly or not at all. Its new lease of life began when the Indians were driven out and civilized man took possession.

The cause is not far to seek. The Indians were incendiaries and burned the grassy hills and plains every year or two. Seedling mesquites and those springing up as sprouts were killed by fire, and the line of forest could not advance into the grass areas. The white men put a stop to this destructive burning, and mesquite began to advance into open spaces. Cattle, which fed on the pods, assisted in spreading seeds.

The principal primeval forests of mesquite in Texas were in the valley of the lower Rio Grande. There was mesquite in many other places, even on the high table lands, called "the staked plains," in the northwestern part of the state, but the largest trees and finest stands were in the southern region, particularly in Cameron, Hidalgo, Starr and Webb counties.

A few of the largest trunks in those primeval forests are three feet in diameter, but a person in walking through those forests would see a thousand trees less than a foot through for every one above three feet. The northern, eastern and western forests of the United States have no plentiful tree with trunk gnarled, deformed and misshapen enough to be compared with mesquite. It is doubtful if any man ever saw a large, straight pole of mesquite ten feet long. Those cut for fence posts are generally so crooked that boards cannot be nailed on. The few sawlogs cut are usually from four to six feet long.

The wood's extreme hardness makes it difficult to work. High-class furniture is made of it, but not in large quantities. A few dealers in San Antonio, Texas, and elsewhere, handle mesquite furniture, but generally have it made by hand in cabinet shops, because the wood is so hard that factories do not care to work it. The furniture made of it bears some resemblance to mahogany, but there is no danger of mistaking one wood for the other. Mesquite is a little lighter in color and has a glow suggesting polished cherry. The chief figures are due to annual rings, and they are not pronounced. In San Antonio mesquite furniture sells at a higher price than plain mahogany. It may properly be classed as the highest priced furniture wood of the United States. At the same time it should not be supposed that it would ever be of much importance because millable trunks are too scarce and the wood is too hard.

One of mesquite's important uses is as rollers for house moving. It is not difficult to procure blocks of proper length and diameter, and these are shaped on the lathe. They are said to outlast every other wood that has ever been tried for such rollers in that region. Crushing weight sufficient to raise splinters on the hardest maple roller does not roughen one of mesquite. The wood is brittle, however, and a heavy [illegible] mesquite roller will stand it.

Fence posts constitute a large use for mesquite in Texas. Boring insects soon riddle the thin, white sapwood, but their activities stop short when the heartwood is encountered. No beetle's proboscis was ever yet hard enough to make any impression on the heartwood of this tree. Neither can the insinuating threads of decay-producing fungus work their way in further than the sapwood. Consequently, a row of mesquite fence posts, if cut from trunks of considerable size, will last, in the language of the southern Texans, "from everlasting unto everlasting." They say that no man has yet lived long enough to witness the setting and decay of a mesquite fence post.

They once paved a section of a San Antonio street with mesquite paving blocks. They stood while everything about them wore out. Even stone flags, subjected to similar wear, ground to dust and blew away under the wheels of traffic, but the mesquite blocks merely grew slick and polished, and years after the stone pavements were gone the wooden stubs might be seen protruding from the ground, looking for all the world like the black teeth of some prehistoric mastodon.

A mesquite beam was taken from the old fort, known as the Alamo, at San Antonio, in 1912 after it had stood 195 years of service, and decay had not touched it.

The largest use of mesquite has always been as fuel. That held true in early Indian times as well as at present. The Indians had few other uses, but the cliff dwellings in New Mexico contain a few mesquite beams that may be a thousand years old for all anyone knows to the contrary, and the Field Museum in Chicago has Indian bows and dishes made of this wood. Fuel, however, was and is the main article. In the lower Rio Grande valley, where rain is ample, the mesquite grows above ground like other trees, but in more arid regions westward the tree seems to turn upside down and the bulk of it is under the ground. Occasionally fifty times as much is beneath the surface as above. It is popularly supposed that the trunk grows underground, but generally such is not the case. That beneath the surface is enormously developed root. It is nature's method of providing a strong reservoir for water to keep the tree alive during long months of drought. The mesquite, in that respect, is a sort of vegetable camel that stores drinking water when there is plenty of it, and can then stand a long period of desert.

The roots of mesquite may descend forty or fifty feet to reach water. Well diggers take advantage of that knowledge. Where mesquite grows vigorously, water may be reached by digging.

The adage of the dry southwest, "dig for wood," has to do with mesquite roots. In some localities there is no wood but this, and campers and stockmen dig out roots as large as passable sawlogs. Oxen are employed and the roots are gaffed with hooks and pulled out until plentiful supplies are obtained where nothing was visible before. A scrubby stem not more than six feet high may have a root, resembling a sweet potato, fifteen feet long and as large as a stovepipe.

Americans fatten cattle and horses on mesquite beans, but the Indians and Mexicans have many ways to convert them into food for themselves. They grind the beans for bread, make vinegar and beer of the fermented juice, manufacture mucilage and gum of the same material, and by working it in a little different way make candy and gum drops. The parched pods are a substitute for coffee, ropes and baskets are made of the bark, and dyes of pleasing colors are used to decorate leather, dishes and cloth.

Cost of Wood and Concrete Compared

One of the topics discussed at the meeting of the Forest Products Federation in Chicago in February was the comparative prices of building materials, and a paper presented by J. Norman Jensen, an architectural engineer of Chicago, handled in an instructive way the comparative cost of certain types of buildings built of wood and of concrete. A general comparison applicable to all sizes and patterns of buildings was not attempted, because it was deemed impracticable to deal with the subject in so general a way. Comparisons were confined to two types of buildings, factories and small residences. Figures were taken from actual building operations in Chicago, and the showings are actual, not imaginary. These figures cannot fail to encourage lumber dealers who have feared that they would not be able to compete much longer with substitute building materials.

Mill Construction

Much lumber is used in the erection of mill constructed buildings. By "mill construction" is meant that type of construction in which every beam and girder is not less than 6"x12", every post not less than 10"x10", all floors at least 3½", and all roofs at least 2⅝" thick.

The advantages of a wooden factory over one of concrete, so far as comfort, convenience, and freedom from injurious dust are concerned, are passed over in the present discussion, and cost alone is considered.

Perhaps the best way to compare costs is to mention a number of actual bids on completed structures. In a certain large architect's office a design was prepared of a building which was to be erected in an old manufacturing district in Chicago. The building was five stories and basement high, 100x100 feet, and designed for 280 pounds live load. The panels in the standard mill design were 14x16 feet, and brick bearing walls were used throughout. The concrete building of the same height and size was designed in the most economical type of flat slab concrete skeleton construction. The actual bid for the mill constructed building was $65,100, and for the concrete type $72,200.

Another building was seven stories and basement high, 68x75 feet, and designed for 150 pounds live load. The panels in both designs in this case were 18x16 feet. The mill constructed building cost $65,400, and the concrete building $75,300.

If wood floors had been required in these buildings, the difference between the mill and the concrete prices would have been greater than ever.

The live load mentioned is the load per square foot which can be safely put on top of the floor. This live load is usually the weight of machinery, or goods placed on the floor. For most light manufacturing buildings a live load of 100 pounds per square foot is sufficient, and for 75 per cent of the buildings used for storage purposes 200 pounds per square foot is all that will ever be placed on the floors. So the column spacing and the loads cover most all the cases which may arise.

Another point which determines the adoption of mill constructed building in preference to concrete is the fact that in ordinary lines of business the rate of insurance on a sprinkled mill constructed building and contents runs about twenty-five cents, while the rate on a concrete building and contents, unsprinkled, runs about forty-five cents. The rate on both types of construction, sprinkled, is about the same, but the cost of installing the sprinkler system in the concrete building makes the total cost still higher in comparison with a mill building. A concrete building in which wooden floors are used cannot compete with mill construction.

With column spacings not exceeding sixteen feet, mill constructed buildings designed for 100 pounds live load cost twenty per cent less than concrete buildings; for 150 pounds live load fifteen per cent less; and 200 pounds live load, about ten per cent less. When the live load exceeds 350 pounds, the concrete building is cheaper.

Comparative Costs of Residences

It is an extremely difficult matter to give comparative costs between residences which are built of frame construction and those built of other types. Mill buildings are standard compared with the variation of ideas as to how to build a residence.

In order to obtain a comparison between the cost of small frame and brick buildings as built in the city of Chicago, an architect prepared complete plans and specifications of a number of one and two-story buildings, and obtained bids. These buildings were typical of the low and medium priced cottages and small flats actually built in great numbers in Chicago. The bidders were responsible contractors.

In each case in which a frame building was compared with a similar brick building, the size of rooms, plumbing, trim, interior finish, etc., was identical. In all cases the frame building had a shingle roof, while the brick building was provided with a non-combustible roof.

The average of the bids on these buildings was as follows:

	Frame.	Brick.
One-story cottage, 22'x30'	$1,719	$1,823
One-story cottage, 20'x36'	2,394	2,684
One-story cottage, 21'x48'	3,419	3,906
Two-story flat, 24'x34'	4,185	4,564

From these figures it is seen that the cost of the frame building was about ten per cent less than a similar brick building.

Where Veneers Are Used

The relative quantities of veneer used by various industries are not shown in available statistics. The total annual production of all thickness is known, and the various thicknesses are segregated in a way to determine how much of each is produced. The amounts cut from various woods are tabulated, and there are separate figures for rotary cut, and sliced, and sawed. Beyond these points the records do not go.

The person who undertakes to state how much veneer goes to this industry or to that must indulge in guessing, but it is possible to secure much information so that the guesses may be brought within the range of probabilities. It is very commonly believed that furniture manufacturers are the largest users of veneers, and after that, according to popular opinion, come the musical instrument makers and the industry known as fixtures. The most common articles grouped in the fixture industry are store and bank counters, office partitions, and saloon bars. The total annual demand for wood in making furniture, including chairs, totals 1,250,000,000 feet, board measure, in the United States. Musical instruments call for 260,000,000 feet, and fixtures account for 187,000,000 feet. In making the articles included in the foregoing classes, there is no fixed ratio between the use of lumber and of veneer. It is certain that veneer lacks much of constituting one-fourth of all the wood reported for these three industries, but it is not possible to quote exact figures to show it.

There is little question that those who have given credit to furniture, fixtures, and musical instruments for the largest use of wood veneer, have overlooked the most important of all—the box. The combined use of wood by makers of musical instruments, fixtures, and furniture scarcely amounts to one-third of the demand by box makers. In the manufacture of shipping boxes, veneer is employed in large quantities. Some of the small shipping containers which are made in enormous numbers, are wholly veneer, while many large shipping cases have veneer sides, tops, and bottoms, with reinforced corners. In boxes of that kind, the veneer is usually three ply. The wire-bound box, which is principally of veneer, is in much use.

Just how thick a sheet of wood must be to pass out of the veneer class and become lumber, may be a subject of controversy. When the government compiles statistics it classes as veneer all lumber five-sixteenths of an inch in thickness and under. More veneer is of three-sixteenths inch thickness than of any other dimension, if all be reduced to a board-foot or a log measurement. About one-fifth of all veneer cut in the United States is of that thickness. If calculated by superficial measure, veneer one-sixteenth inch thick exceeds every other dimension.

The Prospect for Walnut Supply

The prominence which black walnut has lately attained has caused inquiries concerning supplies to meet present and future demand. There has not yet been any trouble in meeting demand as it has come; but persons who expect the call for this wood to increase in the future have been looking ahead to discover whether a larger demand could be met.

No one knows just how much standing walnut of merchantable size and grade is in the country. It is certain that this tree is much scarcer than it once was, though it is not certain that it is becoming scarcer from year to year, but such is probably the case. The tree is not marketable until it has attained considerable age, because its value lies in heartwood and this is poorly developed in trunks which have not a good many years to their credit. For that reason young walnuts of rapid growth are not an immediate asset, though size may be satisfactory.

Black walnut's natural range embraces not less than 600,000 square miles, from New York to Texas. The annual drain upon it is usually placed at 50,000,000 feet, including lumber, veneer, and export stuff; but it is difficult to show this by itemized figures, because it cannot be ascertained how much walnut is counted twice in reaching the fifty million total. The Forest Service was able to find only 23,988,346 feet of black walnut a year used for manufacturing purposes in the United States. This included veneer as well as lumber, but did not include any lumber used in its rough form. It is certain that not much is used as rough lumber.

HOW MAN PLANTS BLACK WALNUT. THE TALL SHAPELY TRUNKS PROMISE CLEAR LUMBER IN YEARS TO COME. FARM OF R. L. OGG, HANCOCK COUNTY, INDIANA.

Walnut Semi-Domestic

Black walnut was once an absolutely wild tree, confined wholly to forests, but its habits underwent a modification as the country became settled. It was one of a few trees which showed a disposition to become domesticated. As fields replaced woods, the walnut became more and more conspicuous in the open ground, along fence rows, in the corners of pastures, and even in door yards. Some were wild trees left standing when the thickets were cleared, others were planted on purpose or by chance. The nuts which the tree bears have always been esteemed, and have been the saving grace in many instances which preserved it when forest associates of other species were destroyed.

A radical change in rate of growth occurs when the black walnut emerges from forest conditions and takes its place in open ground. When shaded and crowded, its rate is slow, and forest-grown trunks of large size are usually very old; but in the full light of open ground, where the roots are permitted to spread freely through good soil, the growth rate is rapid and trunks quickly increase to large size.

During early life, however, the tree in the open does not increase in value proportionately as it grows in diameter, because heartwood forms slowly, and the "sudden sawlog" of black walnut is apt to be principally sapwood which, on account of its white color, is not valued highly by the woodworking factory. Years are required to change the sapwood into heart, and when the transformation has finally occurred, the pasture field walnut is as valuable as that grown in the wilderness, except that it may be shorter of trunk, and that may be compensated for by more desirable figure.

Planted and Natural Timber

Apparently no statistics are available which give the quantity of planted black walnut now growing in this country. The acreage is considerable and is dispersed through several states, some of which are not included in this tree's natural habitat. In California, for example, the tree grows rapidly in situations where the soil is sufficiently damp; but the nuts are so valuable, and the trees produce such abundant crops, that no one cuts the groves for lumber, and the grain, color, and figure of the wood have not been described in reports.

As the walnut shall become more domestic and less a product of the wild forest, it is not improbable that the desire to save it for its nuts will become a powerful factor in reducing the supply of walnut lumber. The fruit will be worth more than the sawlogs which may be cut from the trunk. Apparently, age sets no limit on the productiveness of the walnut tree. Of course, a time comes in the existence of all trees when they must cease their activities; and at that period the domestic black walnut may be expected to go to the sawmill. It should not be expected, however, that young walnut trees, with little heart and much sap, will be cut in large quantities, because it will not be profitable to do so. The black walnut is a tree which depends largely upon age for the value of its wood. Rapidity of growth, though in itself a desirable asset, cannot wholly take the place of the value due to age.

The Massachusetts Forestry Association offers as a prize the planting of fifty acres of white pine to the town which gains first place in a contest for town forests.

The Boise national forest in Idaho had thirty fires during the past summer, yet twenty-eight were held down to less than ten acres, and of these fifteen were less than one-quarter of an acre. The supervisor says this success was due to a lookout tower and to efficient telephone and heliograph service.

Pertinent Legal Findings

Sawmill Employe's Right to Lien

The statutes of North Carolina give a lien against lumber manufactured in a sawmill for services of an employe in taking lumber from the saw and placing it on a truck. (North Carolina supreme court, Glazener vs. Gloucester Lumber Company, 83 Southeastern Reporter 696.)

Time for Filing Freight Claims

Provision in a bill of lading declaring that the railway company shall not be liable for loss, damage or delay, unless written claim therefor is made within four months after delivery, or, in case of non-delivery, within four months after reasonable time for delivery, will be enforced by the courts. (North Carolina supreme court, Forney vs. Seaboard Air Line Railway, 83 Southeastern Reporter 686.)

Contractor's Right to Logger's Lien

One who undertakes to log timber and saw it into lumber for the owner at an agreed price per thousand feet is not entitled to a lien under the Virginia laws as a "laborer." (United States circuit court of appeals, fourth circuit; Tucker vs. Bryan; 217 Federal Reporter 576.)

Duty to Instruct Saw Operators

Where a foreman in a woodworking establishment set an unskilled workman at the task of operating a circular saw, it was his legal duty, as representative of the employer, to give the workman all instructions and warnings which were reasonably necessary to enable the latter to do his work without injury. Thus, if injury to the workman is attributable to negligent failure of the foreman to explain how a guard over the saw could be adjusted, the employer is liable in damages for consequent injury to the employe. (United States circuit court of appeals, third circuit; Freedom Casket Company vs. McManus, 218 Federal Reporter 323.)

Misunderstanding as to Price of Lumber

When the parties to a contract for sale of a quantity of lumber misunderstand the price to be charged, the buyer becomes liable for the invoice price by retaining the lumber after receiving the invoice. This rule was laid down by the Kentucky court of appeals the other day in the case of Cunningham vs. Caldwell & Drake, 172 Southwestern Reporter 498. Plaintiffs agreed to sell flooring for use by defendants in constructing a courthouse. Defendants, claiming that the agreed price was $69 per thousand, refused to pay more, and plaintiff brought suit for the difference. In affirming judgment in plaintiff's favor, the court of appeals said, in part:

> An issue was made by the evidence as to whether the contract between Cunningham and Caldwell & Drake was as to the price of the flooring as claimed by Cunningham or as claimed by Caldwell & Drake, and it is evident from the testimony that Cunningham believed that they were to pay $99 for the clear and $69 for the select, and that Caldwell & Drake believed that they were getting all of it for $69. There being this misunderstanding between the parties as to the terms of the contract under the flooring was shipped, the question for decision is: Did the acceptance and use of the flooring by Caldwell & Drake after they knew from the invoice and the bills the price charged for it by Cunningham conclusively bind them to pay the price charged? If we should assume that Caldwell & Drake fairly understood that the price of the flooring was $69, the fact that passed title to the purchasers when the car and invoice for the first car of flooring had been received and before it had been used put it beyond dispute that Caldwell & Drake knew that Cunningham's price was $99 for the clear and $69 for the select. With this knowledge before them at a time when none of the flooring had been used, we think that Caldwell & Drake if they did not desire to pay the price charged by Cunningham, should have declined to use the flooring until the difference between them was adjusted in some satisfactory way, but that having used it they must pay the price charged. * * * When there is a disagreement and misunderstanding, as in the case before us, between the seller and the buyer as to the terms of the contract, and the property is delivered before this is settled, the buyer has an election to reject or to accept and use it as he intended, but if he adopts this latter course with knowledge of the difference between himself and the seller as to the price, he must pay the price charged, and cannot defeat the claim of the seller by insisting that he bought the property on different terms or at a different price. He has made his election and is bound by it.

It is to be noted, however, that this decision proceeds upon the ground that the minds of the parties did not actually meet on a price, and the court adds:

> If Cunningham and Caldwell & Drake had entered into a contract as to the price at which the flooring was to be furnished, and the terms were understood and agreed to by both parties, we do not think that Caldwell & Drake would be obliged as a matter of law to pay a higher price than the contract price merely because they used the flooring after receiving the invoice accompanying the flooring, which showed that Cunningham was charging a higher price than the contract price.

Risk Assumed by Lumber Mill Employe

A lumber inspector employed in a sawmill assumed the risk of being injured or killed through accidentally slipping upon a floor and being carried by a moving platform to a revolving saw. There was no duty on the part of the lumber company to install a guard upon the saw to prevent such an accident. "A sawmill company engaged in converting timber into merchantable lumber is not under any legal duty either to its employees or the public generally, nor is it practically possible for them to keep all of the saws necessary to their business either covered in or guarded against cutting into an object that may accidentally come in contact with them." (Florida supreme court, Perkins vs. Morgan Lumber Company, 67 Southern Reporter 126.) But the Minnesota supreme court holds that an oiler of machinery in a sawmill was justified in assuming that a log carriage would not be moved without a customary warning being given by the head sawyer. (Johnson vs. Sartell Brothers Company, 150 Northwestern Reporter 784.)

Tie Trade Livening Up

One of the interesting items in the hardwood lumber world right now is that of railroad ties. It is interesting because the tie trade is showing signs of life and present conditions point toward a big year in the tie business, both in the domestic and in the export trade.

A recent railroad note in the *Saturday Evening Post* is authority for the statement that railroad construction in 1914 in the United States amounted to only a little more than 1,500 miles, which was the smallest mileage in any year since 1895 when the country was just recovering from the panic of 1893. It was also the first year in which more miles of railroad was built in Canada than in the United States. In other words, it was a poor year in railroad construction and in the sale of railroad lumber of all kinds, which contributed largely to the dullness in the lumber market.

Since the granting of increased freight rates and the general disposition to let the railroads live and thrive there has been quite an industrial revival in railway centers and this in turn has awakened the tie trade of the country to prospects of a lively business through the spring and summer months.

That is not all of it either. Even in the export trade ties are now showing signs of life and they constitute an item in the export lumber trade which stands out distinctively as having regained the lost volume of trade the past few months. The first pick-up in the export tie trade was noticeable in the export reports for November. In October the export in ties was not half that of October last year, but during November it revived and exceeded in quantity the exports for November 1913. This seems to mark the beginning of big times to come, for right along with this report of gains already made we have reports of big orders being placed by the warring nations, one specifically being an order for 50,000,000 feet for crossties by England. In fact, taking it all in all, the tie right now furnishes the brightest spot in the news of the hardwood lumber trade and if the signs read right the year as a whole should be a very busy one.

The Uinta mountains of Utah, included within the Wasatch, Uinta, and Ashley national forests, should become a favorite recreation region because of the many small lakes within depressions scooped out by glacial drifts. Seventy such lakes can be counted from Reid's peak, and one particular township, thirty-six miles square, contains more than a hundred.

Possibilities of Hardwood Distillation

Hardwood distillation is a subject that has been discussed in a more or less general and impersonal way with, perhaps only a moderate of real interest on the part of hardwood sawmill men and others interested in the hardwood industry. Now, however, we are coming down to real facts in connection with hardwood distillation, and reaching the point where the interest of the average hardwood man should be both real and keen, and for the sake of better and closer utilization and more returns generally, every man in the trade, should study this subject and see just what are his possibilities to make wood distillation a factor in his business.

Wood distillation has been experimented with and practiced in this country more or less for about a generation. Authorities differ as to the exact days of the earliest efforts. Some carry it back as far as 1830 and others to 1852. Some valuable information on hardwood distillation was furnished at a recent meeting of the American Institute of Chemical Engineers in an elaborate paper by Edward H. French and James R. Withrow. From historical data gathered by these men it seems that among the pioneer efforts at distillation was what was known as the Scotch Works, built in 1852 by the Turnbull Company of Glasgow, Scotland, the location of this plant being known at that time as Milburn, N. Y. Quite a number of plants were developed along the methods followed by the Scotch Works, using cylinders for distillation and producing mainly acetate of lime. An interesting story is furnished of the early efforts and the gradual development of the industry. The matter of prime interest to the hardwood lumber fraternity today, however, is not so much the history of what has been done as the possibilities of what may be done, the methods followed, the cost of the work, and the possibilities in the way of returns.

In the matter of production cost and value Messrs. French and Withrow have covered the matter in detail and have tabulated production cost results as follows:

Fuel	$1.15
Labor	1.25
Lime	.18
Bags	.14
Freight (acetate)	.35
Freight (alcohol)	.10
Selling Commission (acetate)	.11
Insurance, per cord.. .068	
Taxes, per cord.. .112	
General expense	.57
Total operating expense	$3.85

They take $5 as an average or maximum wood value, which makes a total cost per cord of $8.85.

Compared with this they show a production value as follows:

Alcohol (82 per cent), 11 gal. at 25 cents	$2.75
Acetate of lime, 216 lbs at $1.75	3.78
Charcoal, 52 bu., net 6c cents	3.38
Total crude value	$9.91

To quote from the paper in question: "This gives a production cost of $8.85 and a sales value of $9.91 per cord. It will be noted that no selling costs, except in the case of acetate of lime, have been included because in the works not refining or making the finished product, which are in number far in excess of those who do refine, the alcohol is sold under contract to the refiner and the charcoal as in the case of those plants in the lake district is either consumed at iron furnaces in connection with the plants, or, as in the eastern field, handled by a general sales agency controlled by the manufacturers."

The production costs in this case are based on what is called the eastern field, which, it is pointed out, gives a higher production than the lake district. They figure, however, that this decrepancy is compensated for by the fuel cost which is lower in the lake region where mill waste is available. There is room for inquiry here. Examination should be made into the subject of the relation of capacity to cost in the distilling plant, and the size or capacity of equipment necessary to get an average or minimum cost be determined. The relation of the size of the equipment to get efficiency to the possible supply of raw material that might be available in the form of waste wood must also be taken into consideration.

Leaving out the cost of wood supply and equipment necessary to secure it regularly, it is estimated that the value of the equipment necessary for hardwood distillation will run approximately $2,000 per cord per day of production. For instance, Mr. French says, that the cost of boiler, oven, cars, coolers, pumps, etc., is about $650.00; copper work, including stills, condensers, piping, etc., approximately $450, and brick work for ovens and boiler settings about $190. These three general items would of course vary a little with location and other local conditions. However, the general figure of $2,000 for equipment per cord, per day production is a reasonable estimate, though, of course, this cost might be varied more or less in equipping a plant, depending on the equipment, methods followed, and the extent to which the work of producing and refining is carried.

One of the interesting features of the treatment of the subject of hardwood distillation in the paper referred to is in the tabulation of the extent and distribution of hardwood distilling plants in the country at the present time. This is as follows:

Michigan	8 oven plant carbonizing	1,052 cords daily
	5 kiln plant carbonizing	1,050 cords daily
	13 plants carbonizing	2,082 cords daily
Pennsylvania	32 oven plants carbonizing	1,424 cords daily
	13 retort plants carbonizing	216 cords daily
	46 plants carbonizing	1,639 cords daily
New York	7 oven plants carbonizing	276 cords daily
	17 retort plants carbonizing	82 cords daily
	24 plants carbonizing	618 cords daily
Wisconsin	2 oven plants carbonizing	96 cords daily
	1 oven kiln plant carbonizing	250 cords daily
	3 plants carbonizing	346 cords daily
Kentucky	1 oven plant carbonizing	20 cords daily
West Virginia	1 oven plant carbonizing	49 cords daily
Tennessee	1 oven plant carbonizing	32 cords daily
Vermont	1 retort plant carbonizing	16 cords daily

This makes a daily capacity in this country of 2,902 cords in 53 oven plants or a total of 4,802 in 90 plants. In Canada there are 9 oven plants charring 424 cords daily and one retort plant charring 48 cords, or a total of 472 cords in 10 plants. This makes a total of America of 5,274 cords per day in 100 plants.

This elaborate review of the hardwood distilling industry in America takes note among other things of efforts made in 1903 by a well-known lumber concern at Cincinnati to distill sawdust continuously by means of an endless belt carrying the sawdust through an oven. Mr. French says that it can be seen readily that sawdust cannot be destructively distilled in bulk because the insulating space between the particles prevents the heat from going through the mass. That was the reason for the endless belt. The pretentious effort along this line mentioned did not prove profitable, but it does not mean that some efforts may not prove successful, for it takes time and failures as well as experiments to develop an industry of this kind.

Hardwood distillation, especially distillation of the waste products of various kinds of the hardwood sawmill is a matter that seems to have reached the point where we can get down to real business and hope for actual returns, and it is therefore a subject which the large operators in the hardwood territory should study closely—not consider it as merely something distant and apart from them. It has possibilities in the way of personal returns and more profit out of hardwood holdings.

White pine and yellow pine are the woods most used for boxes, and each contributes more than 1,000,000,000 feet to the box industry annually.

The annual cut of British Columbia timber is approximately 2,000,000,000 feet. There are 420 mills and 790 logging camps in the province, employing about 60,000 men.

The Lumbermen's Round Table

Mechanical Handling Pays

There is no getting away from the fact that whenever you can substitute mechanical for manual handling, you are going to cut your costs. The fact that labor costs are constantly rising, while mechanical methods are stationary, if not actually showing reduced operating expenses, is a sufficient suggestion as to why this is so.

A visitor was recently in a large hardwood flooring factory, and noted that a mechanical system for selecting flooring as to length had been installed. This consists of a series of rolls through which the flooring is passed, the spaces between the rolls being progressively larger. Thus the smallest pieces drop through at the first interval, the next size at the next, and so on. The flooring drops through a slot into a bin in the basement of the mill, where boys handle it into bins arranged according to the dimensions of the stock.

Although cheap labor is used on this work, and though the opportunity to save would not seem to be large, this little device has cut the cost of handling this particular operation about fifty per cent.

A Question of Policy

A large hardwood man, who is one of the leaders in the field in a number of branches of the business, has recently adopted a new policy in connection with the erection of a large new plant. It is that competitors are not to be invited to go through his mill, as was the case with the former plant.

"We spend a lot of money for the purpose of working out new ideas," he said, "and we think that it is not good business to make these ideas public. The man who is not enterprising enough to study out these things for himself certainly has no reason to expect that his competitors will turn over to him the results of their efforts."

The largest box manufacturer in the country, if not in the world, has an iron-clad rule against allowing anyone not connected with the concern to go into his factory. Not long ago a belt manufacturer whose product is being used there came to investigate a report of trouble experienced in connection with a certain belt. He said that if he were to be permitted to see the machine on which it was used, he could make some suggestions of value. He was turned down, however, along with everybody else. The excuse in this case is that most of the machinery used in the plant is of special design, and is the product of the company's own mechanical engineers.

While an attitude of this kind is thoroughly defensible from this standpoint, it hardly seems to be in line with modern ideas on the subject of co-operation and general work for mutual advantage. Nobody knows it all—not even the largest and most powerful concern; and certainly combining forces and making nothing secret is the short-cut to advancement for the industry as as a whole. Secretiveness seldom pays in the long run. It used to be favored with regard to the commercial and selling ends of business, but it has generally been thrown into the discard as far as manufacturing processes, excepting those which are really original and exclusive, are concerned.

Afraid of Competition?

"I'm not afraid of competition," said a hardwood manufacturer not long ago. "In fact, I'm perfectly willing to tell to whom I sell my lumber, and at what prices. I don't admit that this is information which will do anybody else any good. My competitors know that these concerns are buying lumber, and they know as well as I do about what the market prices are. I am certainly not selling for less than cost plus a reasonable profit. I find that letting other people know about this end of my business doesn't hurt me, and I keep right on selling my old customers. If anybody else can deliver a better proposition to the consumers that I have on my books, they are welcome to the business."

This is a rather advanced stand, and while the manufacturer is probably not as ingenuous as he seems, inasmuch as he has special facilities for making and marketing unusually high-grade stock, so that he can hold his customers largely on the basis of quality, he is really sincere in believing that there is no reason to keep a list of his customers under cover. As he suggests, every consuming factory is listed, and is regularly solicited by others; so why should he conceal the fact that he is selling certain of them?

Mechanical Veneer Drying

Though some of the best known veneer manufacturers in the country do not use mechanical drying systems, it seems that the sentiment of most of the authorities is steadily growing stronger in favor of this kind of equipment. The difference in cost alone is a big figure; for when one considers the amount of handling, the amount of space and the amount of time required to dry veneers in the old way, and contrasts these factors with the brief time, minimum handling and small space required by the mechanical plants, there does not seem to be much argument that can be put forward in favor of the old-fashioned system.

But, as a matter of fact, there is a strong argument along the line of quality. Take a veneer which has been dried in racks. It is likely to be wrinkled and hard to flatten out, though this may be accomplished by weighting it down. It is likely to be drier or less dry than some other piece which was subjected to warm air circulation in the dry-house for the same length of time, but under different atmospheric conditions. Hence uniformity is almost out of the question.

The product of the mechanical drier is flat and good to look at. Consumers want this kind of stock. It is also exactly uniform, because conditions can be regulated in a machine, whereas they cannot be otherwise. Altogether, the manufacturer who is trying to get along without a mechanical system, either because of the expense or because the system he investigated in 1897 was not efficient, seems to be overlooking one of the big bets of the business.

The Man at the Edger

One of the most important men in the sawmill, second only, in fact, to the sawyer himself, is the edger. He is not usually given special consideration as to wages, nor is the job always dignified to the extent that the best men are placed there; yet anyone who has stood back of him and watched him run the boards through—particularly if high-priced lumber is being manufactured—can readily see just how much money he can save or throw away.

The efficient hardwood manufacturer will see that he has a good man at the edger, and that he understands exactly what he is trying to do, aside from the mechanical feature of getting the bark off the edges of the boards. How to do this so as to waste as little material as possible is something that not all mill employes seem to understand, and it is a feature to which attention could well be paid by the mill-owner.

Something Besides Grade

There are unfortunately too many price buyers in the country, who place their orders for lumber and veneers largely on the basis of the lowest quotation. There are some consuming markets which are famous for the high quality of their products, and yet are also known to lumbermen as hard markets to do business in, because of the fact that they buy the cheapest stock that is to be had. They may be getting good material at lower than market prices, of course, though the dictum that one usually gets just about what he pays for would seem to hold good here, as elsewhere. The chances are that they are not making so much of a saving as they think they are, and that they are losing advantages which would accrue were they to adopt a more liberal attitude—though "liberal" is hardly the word that should be used to express the idea. Broad-minded is more like it.

For instance, consider the fact that the biggest manufacturers, with the best facilities for good service, make a point of knowing what it costs them to produce material. They are, obviously, the ones who will ask a price that will net a reasonable profit. If they find that consumers are not willing to pay the price, then they go somewhere else to sell their products. The consumer is then forced to purchase from other concerns, possibly not so well qualified to insure satisfaction as to the character of the stock and the timeliness of deliveries.

The Drying of Glued-Up Stock

In doing veneered work the trade has learned among other things during the past few years that the way to obtain the best satisfaction and secure the highest order of work and finish is to take time enough to thoroughly dry out the work after the veneer has been applied. While it matters not that the veneer and the core stock when used has been thoroughly kiln-dried in preparation for the veneering, except that it is essential to secure good work, the fact remains that the moisture incident to gluing which is taken up by the wood should be dried out before the veneered work is put up and finished. This really applies to both face veneering on solid bodies, veneering on heavy cores, and the making up of panels. It is not considered so essential where heavy cores are used because the core body takes up and distributes the moisture through itself so that it is not so much in evidence. Yet the fact remains that proper drying should follow veneering even on heavy bodies and in the making of two, three and five-ply built-up panels it is one of the essentials of the work.

One reason all veneered work should be dried after gluing up is that if it is taken direct to the sander from the presses the warmth of sanding, with the moisture still remaining in the wood and in the glue, is likely to cause the glue joint to loosen in spots and cause blisters. It is found at times, too, that enough moisture remains in the face veneer to make it sand poorly.

In built-up panels drying after gluing up, while recognized as one of the essential steps to proper manufacture, is often a source of trouble because the man buying the panels wants quick shipment. Even where a man is making his own panels he is likely to wait until they are needed before making them up, and then there is more or less of a fight over the question of allowing time for proper drying after gluing.

Naturally all this has led to study and effort looking to ways and means for the rapid and proper drying of glued-up stock. Where there is plenty of time and where the panels can be made up ahead of needs, the usual practice is to pile them carefully on cross strips in a warehouse and let them stand, say for two or three weeks, before trimming and packing for shipment.

In drying panels one may to some extent follow the same principles that are resorted to in drying lumber but the extent is limited because high temperature is not permissible. For example, it would not be practical for one to put glued-up panels in a hot plate redrier, nor would it be practical to put them through one of those patent endless belt or roller driers because the excessive heat would do violence to the glue joint. What is needed for drying the glued-up stock is something to retain it flat and straight and permit free circulation of air with enough temperature in it to carry off moisture rapidly but not hot enough to damage the glue joint.

Special dry kilns may be arranged with trucks and piling strips or racks and the temperature carefully regulated and held down to whatever point it is determined will be safe, and in this way the glued-up stock put through a kiln pretty much as one would put the veneer through a kiln prior to gluing-up. It could not go through the same kiln, however, at least not with the same order of treatment. The proper drying of glued-up stock in this way would call for the building of a special kiln for this purpose, one with plenty of air circulation and the temperature limited to a point where it would not do violence to the glue joint.

Perhaps the simplest and most economical idea along the line of hastening the drying of glued-up stock is to provide the warehouse with a hot blast apparatus for winter use. With something of this kind arranged pretty much as one would arrange to keep a house comfortably warm to work in, there can be put into the air enough temperature to make it hungry for moisture so that it will dry out the glued-up stock in a fairly short time. Some ventilation must be provided but often if the overhead space is high the air will find enough escape and the drying in the warehouse in the winter would really just take on the form of heating the warehouse to a comfortable working temperature of [illegible]. It has not been positively determined just what temperature ordinary glued-up stuff will stand, but it is perhaps safe to say that it will stand anywhere from 70 to [illegible] and possibly [illegible] degrees, and during cold weather with this much temperature in air blown into the building there will in most buildings be enough escape to provide the necessary ventilation.

In the summer the same apparatus may be used with the heat omitted or just a small amount of heat used. In warm weather practically all that is needed to properly dry glued-up stock is air circulation. If it is properly piled on strips in a warehouse, the forcing of an air draft through it will carry off the moisture and dry it out in a much shorter time than if it is packed in an enclosed warehouse without any enforced circulation of air.

The circulation of air should be studied and made systematic so that it will circulate through the piles of built-up stock and not merely about and around it. Different plans and details may suggest themselves for this purpose. Usually where the air is heated it should come in through ducts underneath, and it is a good plan to have a series of ducts coming through underneath the rows of piled panels and other veneered work. No matter what details are applied the air must circulate through the piles of veneer and not merely around them. With plenty of air circulation, drying can be hastened either with or without temperature—unless, of course, it is damp drizzly weather and the air itself is heavily charged with moisture when it is blown in.

The moisture conditions of the air itself should always be taken into consideration. Air taken from the outside may vary considerably in moisture content from day to day and the right idea of systematic drying should take consideration of this, and the temperature be regulated accordingly. If it is a damp day and the air is already charged with moisture there should be more heat in the coils through which it passes than during the dry bright day to get the same efficiency in drying.

Fortunately for this work some new schemes are now being developed for regulating the moisture content of the air used in heating buildings. The blower people are making a study of heating and ventilating and have not only devised plans for washing air to purify it, but they have actually developed ideas along this line to the point where it is practical to regulate humidity as well as temperature, and they can add to or take from the moisture content of the air as it enters the building. When air has too much moisture in it they can reduce this moisture content, and where there is not enough it is added to. This is a part of scientific schemes for heating and ventilating factory and office buildings, and it is a thing being resorted to by certain lines of business which require air in certain specific condition as to humidity all the time. It is what is called "air conditioning" and since it is practical in other lines it should be comparatively easy to apply things of this kind to the storage warehouse for built-up veneer so that it may be dried out scientifically in the shortest period of time with every assurance of getting the best possible results.

Some day entirely new lines of veneer work may be developed. Every once in a while some one makes a strong appeal for us to take up the Russian method, which consists in gluing-up the veneer green and drying it out afterwards, so that one drying does it all. Sometimes we hear of experiments with glue that is used with heat as well as pressure, the heat setting the glue substance and drying the veneer in a short time, and various other new things of this kind may be developed. Meantime, the biggest possibilities seem to be along the line of making a study of air circulating apparatus that will enable the panel manufacturer and the furniture man to provide at all time the air conditions and the temperature necessary to facilitate the drying of veneered stock in a way that will give the most satisfactory results and reduce the time required to a minimum.

Interesting Traffic Developments

A fourth section order by the Interstate Commerce Commission last week is expected to be of decided advantage to lumber companies handling silo stock in Louisiana. The Texas & Pacific Company is authorized to establish rates on silo stock three cents higher than the rates in effect on lumber. The rate permits twenty per cent of the entire weight of the shipment to be composed of iron parts of the silo.

Proposed increases on wooden barrels between Memphis and Pensacola have been suspended until July 6. The present rate is twenty-five cents. The carriers propose to make the rate thirty-three cents.

In a decision handed down recently the Otis Manufacturing Company of New Orleans lost its case against the Texas & Pacific. Rates on mahogany between New Orleans and Texas points had been attacked as being unreasonable and unduly discriminatory. The commission held, however, that mahogany is an imported and valuable wood and that the carriers were justified in making rates higher than those in force on domestic woods such as walnut.

Authority has been granted by the commission to change the description of certain logs imported through Gulf ports to various destinations without regarding the fourth section. The logs on which this ruling applies are: bitterwood, cedar, cocobolo, ebony, fustic dye wood, lancewood, lignum-vitæ, logwood, mahogany, padouk, quassia, rosewood, sabicu, walnut and others.

Permission to include in the rate permission to stop at Bogalusa for creosoting without observing the fourth section has been granted to the New Orleans & Great Northern. This applies to shipments originating on the Gulf & Ship Island; Mississippi Central; Natchez Columbia & Mobile; Liberty-White; Ferwood & Gulf; Kentwood & Eastern; and destined to New Orleans or Bonfouca, La.

The fact that the Nashville, Chattanooga & St. Louis has discontinued the practice of charging more for dressed than for plain lumber is considered good proof that the claim of Krauss Brothers Lumber Company of New Orleans for reparation should be granted, according to a brief filed by the lumber company last week. No other line in the South has made a distinction of three or three and one-half cents in the rates charged on rough and dressed lumber, it is asserted.

The Hinton Brothers Lumber Company of Lumberton, Miss., set forth a peculiar situation in a brief filed last week. Due to the inability of the Gulf & Ship Island and the New Orleans & Northeastern to agree on divisions, two rates were being charged on shipments moving from the same depot to the same destination. The commission is asked to declare the higher of the two rates unreasonable.

The reduction of the rates on cypress between Florida producing points and Boston, Philadelphia and other eastern points is declared to have been caused by water competition in a brief submitted by the carriers in the case of the Florida Cypress Association versus the Louisville & Nashville. The cypress association asks reparation for shipments made before the decrease.

Unreasonable rates and failure to secure dunnage allowance are discussed in a brief submitted by the Indiana Veneer and Lumber Company in its case against the St. Louis, Iron Mountain & Southern. The company shipped logs from McGehee and Haynes, Ark., to Indianapolis.

Failure to allow dunnage on stakes and crating used on sawmill machinery shipments is the basis of an argument made in favor of reparation for the G. B. Merrill & Brother Lumber Company in a brief filed last week.

State regulation of rates in Arkansas is blamed for the condition complained of by the Memphis Band Mill Company and other companies. The carrier brief was submitted last week. The apparent discrimination in favor of the mills in Arkansas is due to the state made rates, the carriers maintain.

All issues arising from the collection of higher rates on coastwise than on export shipments have been decided by the commission, it is said in a brief submitted by the carrier in the case of Gulf Lumber Company versus the Galveston, Harrisburg & San Antonio. It is claimed the previous decisions of the commission cover the case in hand. The decisions cited, if they apply, would lead to an adverse decision for the lumber company.

Oral argument will be heard by the commission in the following cases:

March 12.—Lumber transit privilege at Buffalo; Buffalo Lumber Exchange versus the Alabama Central.

April 8.—Interior Lumber Company versus Northern Pacific Lamport Lumber Company versus Chicago, Milwaukee & St. Paul; Christenson Imes Lumber Company versus the Northern Pacific.

April 10.—VandenBoom-Stimson Lumber Company versus St. Louis, Iron Mountain & Southern; Memphis Band Mill Company versus the Chicago, Rock Island & Pacific, rates on lumber from points in Arkansas to Des Moines.

April 14.—Rates on lumber from southern points to Ohio river crossings and other points.

A Chance for Millwrights

Millwrighting as it once was has been somewhat disorganized. In the old times the millwright was architect, foreman and workman. He did everything from laying out the ground for a mill to installing boilers, engines, dry kilns, and their entire equipment. Now, however, this has all changed, because here the work is specialized—the architect and machinery man divide it up so that the millwright is nothing but a handy man to put the things together. There is a certain amount of millwrighting proper, and concerns that make a study of the sawmill lay-out and plan and erect mills do a very good business.

Right now though there seems to be a good opportunity for the millwright. This new opening has to do with the designing and erection of various by-product industries in connection with the sawmill. There are wood distilling plants and various scientific waste reducing propositions, but what is specifically in mind right now is the figuring out of certain combinations of other products that might be manufactured in connection with a given sawmill enterprise. In one case it might be one thing and in another another. The millwright should make a study of the conditions among the mills and the small articles it is possible to manufacture from timber, and make plans for various combination plants that can be handled successfully. Here is a chance to develop work, sell machinery, and help the millmen and themselves at the same time, provided the work is gone into thoroughly. There is room to combine other work with sawmilling, and much of this will be done in the future.

One of the assistant foresters at a meeting of the cooperage people urged the interdependence of the manufacturer of smaller wooden articles and the manufacture of lumber proper for the sake of economy in timber. Forest Service experiments are pointing the way toward the combination of sawmilling with other industries that will work up stock in smaller dimensions so as to refine the low grade and get out what good is in it. And if the way is pointed out, there will be need for men to devise and erect plants that will work properly in connection with the sawmilling enterprise and furnish a chance for profits as well as utility. It is a good chance for millwrights who have a knack for figuring out these things, but it will not be easy. Many such undertakings in the past have been failures financially. It is one thing to work out something that can be made in connection with sawmilling and another thing to make money out of such an enterprise. The job before the millwright is to devise plants which will make it practical to work a lot of timber that is now going to waste into some useful article and make a profit out of the business. Those that can do this successfully have a big work before them.

The Sihlwald, or city forest of Zurich, Switzerland, adds to the town's revenues $7.20 per acre a year, reducing the amount needed to be raised through taxation by more than $32,000.

Experience Talks on Woodworking

When a planer pulls hard and seems to take more power than it should, do not assume immediately that the knives are dull or that you have taken too heavy a cut, but investigate and analyze it.

If the knives are requiring too much power, this will generally manifest itself in a strain on the cutter-head belts. Even then, though it may not be due to dull knives or deep cutting, it may be due to tight journals or to any one of several causes. The knives may not be ground slender enough and the heel of the bevel may be striking. They may be too close to the lip for the kind of work they are doing, thus making the cutting unnecessarily heavy. In fact, there are a number of things that may use up power, and those suggested here are only a few of them.

There is really more unnecessary power used up in the feeding mechanism of the average planer than anywhere else. Sometimes this is hard to avoid because it is essential to hold the stock firmly as it passes through the machine to get good work. One can minimize the power required, though, by a careful analytical study of his machine and its adjustment and by proper lubrication. Sometimes the pressure bar may be unnecessarily tight, the feed rolls may be coming down heavier than is really necessary, or the stock may be running so flat on the bed plate that it drags hard. Possibly it can be improved with a little lubrication on the bed. Anyway, there is always room to study every detail of these things carefully. It will not only help save power, but is a great aid to understanding thoroughly the work of the machine, and frequently in the process of eliminating waste power one will also be led into doing better work with the machine.

Considering the question of motor drive, in the final analysis it would seem the question of using individual drives for all the small machines in a plant, as well as the large ones, is more a matter of motor cost than anything else. The best authorities on the subject seem to agree that there is hardly a thing, from the spindle of a boring machine up to the heaviest drive in the shop, that cannot be made with an individual motor. Whether or not it is always advisable to do this depends more on motor cost than on relative power cost.

It involves quite a sum of money to put individual motors on all machines. In some instances the cost of the motor would amount to more than the cost of the machine itself, and there are very likely many instances where this outlay in first cost would not be justified by the advantages gained.

It is noticeable that the man who gets individual motor drive seldom wants to change, but even the ardent advocates of electric drive seldom advise the provision of individual motors for all machines. Groups of light machines can be driven from one motor, and the investment in motors reduced without any great inconvenience and without impairing the efficiency of the driving system.

Perhaps, by and by, motor cost itself will be reduced. Anyway, with motor cost as it is at present, there is a strong inclination to go more and more toward individual motors, where electric transmission is used.

There is a strong tendency now to dispense with a lot of countershafting formerly used in driving woodworking machines, and the electric motor and the high-speed lineshaft are doing it. It is easy to understand the high speed and light sizes in connection with electric motors, but even among those not using motors there is the same tendency to use lighter shafting and run it at higher speed. It helps to reduce the friction load by making the shafting and pulleys lighter, the belts smaller, and the strain or pull less. With some machines there is still the need of the countershaft, no matter what the speed of the line (such machines as fourside moulders, for example), so as to get belting connections and pulley alignment for all heads. But there are many machines, like ripsaws, which may well be driven direct from the high-speed lineshaft, with a clutch pulley for cutting in and out, instead of the regulation counter, with its tight and loose pulley and the shifting belt. Indeed, there is room for eliminating more of the counters than one would surmise at first glance, for the clutch pulley can easily take the place of the belt shifter, with a possible saving in both equipment and power.

Good machinery is not more essential to the success of a manufacturing enterprise than is a thoroughly modern office and factory system. Every machine in the plant may be of the latest and most expensive type, but if the system upon which the business is conducted is antiquated and inefficient, the organization is behind the leaders and in a fair way to meet with disaster.

Practice has disproved the predictions that band saws would not successfully saw yellow pine logs because of the resinous gums they contain. Predicting what machinery will not do is about as certain and satisfactory as predicting what the weather will be.

The cross-cut filer in the woods may not study the science of filing like the man in the mills, but he nubs after the knack of making his saws eat wood and pull light in a way that usually delivers the goods.

A tight belt to a pulley fastened to a shaft midway between bearings is likely to become a troublesome proposition, for the shaft is quite apt to spring.

It may be the number of feet going through the mill that makes the sawyer's talley, but it is the quantity and quality that he gets from each thousand feet of logs that finally makes his reputation—and is often a deciding factor in the mill's chance for profits.

Bright, clean machines may not do any more or better work than dirty, greasy machines, but they make one think that the mill in which they are operated is up to date and well managed. Then, too, the insurance man never fails to note the difference.

Elements Impair Strength of Wood

Little diagonal streaks or wrinkles across the grain of a piece of timber not only betray weakness, but sometimes indicate periods of stress through which the wood passed when it was growing. They may even be taken as a sort of check on the official record of wind storms, as in the case of some lumber tested at the Forest Service Laboratory at Madison, Wis.

The marks are caused by what are called "compression failures," which occur when the fibers bend or buckle under a too heavy strain. In cutting up logs collected for experiments at the laboratory, it was noticed that these compression failures appeared on the north side of a number of trees which came from the same locality in Florida. By counting the annual rings of the wood and from knowledge of the time when it was cut in the forest, it was decided that the compression failures must have been caused by a severe wind from the south about the year 1898. Inquiries were made in Florida and it was found that a hurricane had, in fact, swept over the region at the time indicated.

The experiments have determined that the strength of a piece of wood may be seriously impaired by slight compression failures due to rough handling. Dropping a beam across a skid may cause a compression failure at the point at which the beam strikes the skid and it will be at this point that the beam gives way when it breaks under a strain too severe for the weakened fibers to withstand. Hitherto unaccountable breakage in hickory wagon spokes and other presumably strong material is now attributed to compression failures caused by wind storms in the period of growth or by hard usage in lumbering and manufacturing processes.

Boxmakers in the United States use more than 4,500,000,000 board feet of lumber each year, or more than one-tenth of the entire lumber cut of the country.

In northern Idaho and Montana, which had many fires during the past summer, thirty-five per cent of the fires on national forests were caused by railroads, twenty-six per cent by lightning, and ten per cent by campers. The remainder were due to brush burning and other miscellaneous or unknown causes.

Meeting the Emergency

It has been said that the true test of happiness is the ability of the individual to adapt himself to his surroundings. The man who is superior to his environment and to circumstances is never unhappy, nor, in most cases, unsuccessful. In fact, adaptability on the part of a business man is even more necessary for the well being of his business than it is for the happiness of the individual.

Right now conditions are different from those which have been prevailing for several years. The war is the big factor which has been introduced, and which has brought into the situation entirely new problems in a great many directions. The hardwood man who is not adaptable is not capable of rising to the emergency. The man who is changing his business battlefront to accord with the necessities of the case is at least marking time, if not advancing. This article is intended to suggest how the lumberman who has perhaps been discouraged by inability to get business, using the same methods he did before, can make headway by adopting other methods which are more nearly suited to the requirements.

In the first place, it is obvious that competition is keener, and that it is harder to sell lumber. This results from two factors—increased supply and lessened demand. If the individual lumberman doesn't speed up his selling efforts, and doesn't work a little harder on each prospect, he is going to lose out, because there are lots of others who are fighting harder than ever before to get business.

And this suggests, by the way, the folly of adopting economies that are likely to lessen the effectiveness of the work that the salesmen are doing. Advertising is one form of selling, and good advertising helps to sell goods, lumber included. Some lumbermen have doubtless been tempted to reduce their advertising appropriations, which have been spent in the trade papers and elsewhere, following out the policy of retrenchment which seemed necessary. But now is the very time when publicity of the right kind is needed. It may be that the advertising itself must be radically changed, so as to make a stronger appeal to those who are reading it; but it is desirable to increase, rather than reduce, the number of points of contact.

More personal work is needed, too. The lumberman who has been getting business by mail, and who has not cultivated the personal feature of his relationships with consumers and others, is at a disadvantage. But he need not remain so. Instead of relying on a quotation by mail, he may, if the situation seems to warrant it, go direct to the buyer and put his proposition before him in person.

Few business men are such able letter writers that they can present their case as well on a sheet of paper as in person. Many a good salesman has said, "I could tell you more in fifteen minutes than I could write you in a year." This is due to lack of practice on the part of the salesman, as a rule; but even the office man, in most cases, has not cultivated the ability to put the "punch" in his letters, to give them the individuality which he personally possesses. Hence his letter often seems colorless to the man who gets it, whereas the lumberman, if he walked into the office of the prospective customer, would make a good impression and would receive consideration.

A big hardwood concern got an inquiry not long ago from a large corporation whose purchasing agent indicated that it might want several hundred thousand feet. The sales manager of the lumber company did not content himself with writing a letter setting forth the ability of the concern to deliver the lumber at the right price and just as needed, but promptly packed his grip and hied himself to the office of the purchasing agent. He "sat up" with this dignitary, going after him largely on the basis of the ability of the company to give the consumer just what he needed. It happened that the lumber wanted was a special proposition that not everybody could furnish, and this made the service argument more effective, perhaps, than it would have been if the purchaser were buying No. 1 common plain oak. He impressed the purchasing agent with the facilities of the lumber company, with the quality of its stock, and with the reasonableness of its prices, the other things considered.

When he got home he kept after the business, and though the purchasing agent had several quotations that were lower, some of them suspiciously so, he finally gave the bulk of the business to the man whose personal solicitation had been so complete, so thorough and so satisfactory. The sales manager had told him the little things that can't go into a letter, but which fill out the skeleton of facts and give them life and reality. This demonstrated, too, that even a purchasing agent, supposed to be the impersonality personified, if one may use this expression, is human after all, and is affected by the same things that affect other human beings.

In fact, he admitted to the lumberman that the latter had demonstrated that his house was a leader in its field; and when the other quotations came in, some of them so much lower as to seem altogether out of line, the purchasing agent realized that to insure getting what his company needed, it would be better to "play it safe" and buy from the house which he had learned to have confidence in, because of the knowledge which had been imparted to him. From this standpoint, the higher prices were a kind of guarantee of quality, while the low ones eliminated the concerns quoting them by suggesting unreliability.

And all this happened, remember, at a time when lumbermen are saying that only low prices can get business.

Another hardwood concern that has been stirring up business in spite of adverse conditions has made good use of the wires. It has quoted on important orders by telegraph, and has followed up the telegraph by long distance telephone conversations, the latter being splendid for sales work, though less effective when it comes to collections. This system has resulted in some heavy tolls having to be paid, but the fact that the lumberman is continuing to pay the telegraph and telephone companies their regular rates has indicated that results are being secured.

The use of day letters and night letters has enabled more complete statements to be made than in an ordinary telegram, and has likewise reduced the cost, so that this lumberman is a strong advocate of the wire.

Despise not the day of small things; when business is slow, the little orders look good. Sometimes a lumberman who has been gunning for big game, and has found it scarce, can do better by getting a shotgun and substituting it for his rifle. Rabbits may not be attractive after a taste of venison—but they are just as nourishing.

These thoughts are suggested by the experience of a hardwood concern which has a big trade all over the consuming section of the country. It has a number of high-class salesmen out, and they have been able to get the big business, when any of that kind has been available. Now that conditions are not so favorable to big orders as they formerly were, the head of this concern has promptly made a change of plans and methods that is getting results.

He began by personally going after orders in his own town, where there are a lot of small users of hardwoods—furniture factories which don't consume much individually but use up a good deal in the long run; planing-mills which buy in wagonloads; store fixture concerns which use hardwoods only occasionally but have to have the material once in a while. He carefully cultivated this business, and found that he was getting enough to justify the efforts which he was putting forth to land it. After he had demonstrated that the small orders in the locality of the office were proving to be bread-and-butter business, and were at least helping to pay expenses, he instructed his salesmen to try to work up similar business in other sections.

This made it important to develop mixed carload business which, on account of the inconvenience of loading, he had not previously given much attention to. Small factories in towns not large enough to support wholesale yards were shown that it would pay them, instead of buying local shipments of hardwood lumber from the nearest market, to get the reduced rate involved in taking a full car containing numerous items, though not much of any one.

This resulted in some trade, and at the same time the local yardmen were cultivated more than before, these dealers in many cases controlling the less-than-carload business of consumers in their immediate territories.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envolepe.

B 873—Wants to Buy Three-ply Veneers

Newport News, Va., March 6.—Editor HARDWOOD RECORD: Will you kindly give us the names of a few of the most up-to-date three-ply panel manufacturers? Thanking you in advance for this information, we are.

Those interested should write HARDWOOD RECORD.—EDITOR.

B 874—Wants to Sell Dimension Stock

Kilmichael, Miss., March 5.—Editor HARDWOOD RECORD: We have a list of sizes for sale and would like to hear from possible buyers. The sizes are: 600 tongues 2½x4 and 4x4-12'; 200 reaches 2x4-18', 1800 bolsters 3x4-4'6", 3¼x4¼-4'6", 3¼x4¾-4'"; 1700 pieces bone dry bolsters 3¼x4¼-4' and 4'2", 3¼x5-4', 4'2", 3¾x4¾-4' and 4'2"; 6,000 pieces 1¼x1½-48"; 2,000 pieces 1¼x1½-44"; 2,000 pieces 1½x2¼, 2¼x2¾-54"; 1,000 pieces 1½x2¼ and 2¼x2¾-48". The entire stock is for sale at a price that should be attractive.

HARDWOOD RECORD will supply interested parties with the address of the above correspondent.—EDITOR.

B 875—Wants to Buy Kiln-Dried Poplar

New York, March 5.—Editor HARDWOOD RECORD: Will you put us in touch with anyone who could furnish 4/4 and 5/4 poplar No. 1 common grade, and the same in 4/4 S2S to 7/8 and 5/4 S2S to 1⅛, length 18" to 30", kiln dried? Any information you can give us will be appreciated.

Poplar manufacturers in a position to supply this stock can have the information on addressing HARDWOOD RECORD.—EDITOR.

B 876—Wants to Sell Bending Stock

Bingham, Ky., March 2.—Editor HARDWOOD RECORD: Kindly give me the addresses of good, responsible parties who will be in the market for green beech and hard maple. Also someone who buys bending oak as I can furnish this stock green from the saw.

Interested parties should write HARDWOOD RECORD.—EDITOR.

B 877—Wants Market for Plain Oak Dimension

Dermott, Ark., March 3.—Editor HARDWOOD RECORD: We have nearly a million feet of regular lumber lengths and widths in 1" oak, red and white, which we are figuring on sawing up into plain oak dimensions. We would like to hear from any and all factories using rough plain oak dimensions of any kind 1" thick. We want to hear from table top users, filing cabinet manufacturers and makers of bookcases, desks, kitchen cabinets, users of plain oak strips from 1½ to 5" wide, regular lumber lengths, and from anyone who has use for any width or length of 1" oak. Our oak is of good mild texture, and if positively necessary, we might arrange to kiln dry it for those who need it so.

Anyone in the market for these varieties of stock should write HARDWOOD RECORD.—EDITOR.

B 878—Wants Information as to Black Gum

Grand Rapids, Wis., February 25.—Editor HARDWOOD RECORD: We have had a number of comments made on black gum with which we are not familiar in detail. Can you tell us who is manufacturing this, and has a distributing point in Chicago or this vicinity, and where we might also get information regarding the quality of the lumber and its value?

This inquiry comes from a large furniture manufacturing institution. HARDWOOD RECORD has advised as follows:

Black gum is lumbered throughout the hardwood region from New England to Texas, but the trees do not occur in thick stands. They are scattered sparingly through forests of other timber, and logs go to sawmills a few at a time. It is doubtful if any mill makes a specialty of this lumber.

It is often marketed as tupelo or cotton gum, and the trees are closely related and their wood much alike. The best black gum grows among the mountains from Pennsylvania to Tennessee, but it occurs throughout the entire Ohio valley. In making inquiries of mills you should be explicit in stating that it is black and not tupelo gum that is wanted; otherwise you may get tupelo.—EDITOR.

Clubs and Associations

Manufacturers' Association Board Meets

Under the constitution of the Hardwood Manufacturers' Association of the United States, the executive board must meet not less than three times each year. The first of these meetings was held at Cincinnati on Thursday, March 4. A number of routine matters came up for consideration.

According to the report of Secretary W. H. W[illegible] [illegible] members were present.

Northern Fire Protective Association Meets

Seventy-five timber owners in the upper peninsula, representatives of northern Michigan railroads, and railroad men from lower Michigan, attended the fourth annual meeting of the Northern Forest Fire Protective Association at Marquette, Mich., on March 2.

The discussion of fire prevention methods, such as use of locomotive spark arresters and devices used in fire-fighting, took up the greater part of the session. A number of the railroad men gave brief descriptions of the work their railroads are doing in fighting the fire hazard. Reports of the association show that more was done last year than ever before in educating the public in the prevention of forest fires, and also that the railroads are co-operating with the association in every way possible.

The association started in 1911 and at that time faced a very serious condition. The association employes cut out a fire line, figuratively speaking, from the Montreal river to Detour, running laterals into every county in the upper peninsula. Today the association has a membership of 175 corporations, firms, and individuals who realize that the work is productive of excellent results.

In his report Secretary Wyman said that the expenditures had increased from $11,879.78 in 1911 to $19,614.12 in 1914. The fact that all this money is raised on direct appropriation from firms and individuals gives evidence that the real value of the work is fully realized. The report goes on to tell of the season's work, which in the main was highly satisfactory, outlining the increased evidence of co-operation, and told of the enforcement of laws and forest education.

Others who spoke were representatives of spark arrester manufacturers, L. R. Pyle, fuel supervisor of the Soo line; E. E. Wells of Marquette, who spoke on the subject of oil fuel as a preventive of locomotive fires, and many other railroad men.

Final Plan for National Organization to Promote Use of Wood

The Forest Products Federation has just issued elaborated plans recommended by the special committee on organization as unanimously adopted by the federation of February 25. This committee is composed of A. T. Gerrans, chairman, Frederick Weyerhaeuser, F. A. Hofheins, H. C. Scearce and John L. Kaul.

After reviewing the function of the massmeeting and the need of the work, and the aim, the elaborated report outlines the organization and administration of plans.

The following plan of organization was proposed by the executive committee, approved by the special committee on organization and adopted by the convention:

(1) That the new organization be a department of the National Lumber Manufacturers' Association, known as the department of trade extension.

(2) That this department be administered by an advisory committee, composed of one wholesaler, one retailer, one timberland owner and two manufacturers, the number of members to be increased later if desired.

(3) That this advisory committee be given authority to act in all matters relating to the work of the proposed department.

(4) That this department have a separate executive head, with the title of manager.

(5) That the other officers consist of:

A construction engineer, who will compile engineering data regarding the use of wood as structural material, and appear before the city councils and legislative and engineering bodies in support of the rightful use of wood.

A statistician, who will compile figures on fire losses, insurance rates and all other activities outlined under field of work, and furnish figures for the use of the construction engineer and publicity representative.

A publicity expert on a consulting basis, to aid in preparing and editing publicity matter, and in procurng its proper distribution.

Consulting engineers in various cities to act as directed by the department in matters relating to its educational and legislative work.

The plan to centralize the promotion and educational efforts of the lumber trade under the direction of the National Lumber Manufacturers' Association is based on motives of efficiency and economy. It seeks to avoid the many difficulties incident to the creation of an entirely new organization.

The initial field of activity will include the following:

(1) Compilation of full and reliable information upon: (a) fire losses; (b) insurance rates; (c) building codes; (d) uses of wood; (e) substitutes for wood; (f) anti-wood legislation; (g) wood preservation.

(2) To co-operate with and assist other organizations of woodworking and consumers of wood.

(3) To disseminate information through [illegible], newspapers and magazine articles, exhibits, advertising, etc., upon the properties and uses of wood.

(4) To oppose unfair discrimination against wood in building codes, regulations, ordinances, legislation, etc.

(5) To conduct technical investigations of the properties of wood as a construction material.

(6) To develop and extend practical fire prevention methods and processes.

As previously reported, steps will be taken to raise $200,000 a year for five years, work to be started when the minimum of $50,000 per year for five years is guaranteed. According to the revised report, action taken after the close of the meeting practically assures sufficient funds for the starting of the work.

The report strongly emphasizes the fact that the plan does not take anything away from any existing organization. Instead it supplements and strengthens all publicity, educational and trade extension effort in promoting the use of forest products.

New Hemlock and Hardwood Secretary

The Northern Hemlock and Hardwood Manufacturers' Association, at a meeting in Chicago on February 23, elected O. T. Swan secretary to fill the vacancy caused by the resignation of R. S. Kellogg, who recently resigned to become secretary of the National Lumber Manufacturers' Association. Mr. Swan has accepted the position and will take charge of the office about the middle of March, as soon as he can close up his work with the Forest Service at Washington.

Mr. Swan brings abundance of experience to the office which he is about to assume. Following five years at the university in engineering and forestry courses, he passed the two severest examinations given by the Forest Service, namely, those for the position of forest assistant and for engineer in forest products. These examinations covered four days' written work under the Civil Service Commission, and a rating on certain reports and experience. During his earlier years in the service he was employed in timber measurements, topographical surveys, and general forestry work in western states, and later, specialized in the preservative treatment of timber by creosoting and other commercial processes; eventually having charge of a large coöperative project in California to determine timber treating policies for the Pacific Electric Company of Los Angeles, and nine other California electric companies. This work resulted in the building of three wood preserving plants on the Pacific coast.

O. T. SWAN, NEW SECRETARY NORTHERN HEMLOCK AND HARDWOOD MANUFACTURERS' ASSOCIATION.

In 1908 he was in charge of an administrative office of the Forest Service at Albuquerque, N. M., developing wood utilization lines for the national forests of that region. In 1909-1910 he was sent to England, France and Germany to investigate lumbering, wood utilization and chemical wood preservation treatments in those countries, and on his return he introduced into the United States the French Boucherie pole preserving process for use on the national forests, and on sap pines of the Southeast.

In 1910 he was placed in charge of the eastern division of the branch of products of the Forest Service, which work, upon the discontinuance of the Chicago office absorbed the latter, and the entire work is now given national scope and administrative direction, and is designated as the office of Industrial Investigations. As chief of the latter office Mr. Swan has organized lines of work dealing in commercial investigations of interest to the lumber and wood-using trades. He has followed the work of trade association secretaries through correspondence, reports, and personal acquaintance, and by frequent attendance at trade conventions. He has had the opportunity of meeting all of the lumber association secretaries and those of many other related trades in their home offices where their work and problems were reviewed and the work of the Forest Service correlated. He has had the opportunity of studying conditions through travel in every state in the Union, and of discussing with the leading men in the principal industries their various trade problems in their broader aspects.

Through annual details to the Forest Service Laboratory at Madison, Wis., and visits to other research laboratories in the eastern United States he has been in close touch with the latest research on wood problems.

He has prepared reports on timber treating policies for twelve different companies, including the Boston Elevated, the Pacific Light and Power Company, Los Angeles, Cal., and the San Joaquin Light and Power Company, Fresno, Cal., and certain railroad companies. He has been in charge of a detailed study at certain navy yards in order that reports might be prepared on methods of specifying purchasing and storing lumber, and on the adaptability of the various kinds of lumber for the various purposes required at navy yards.

The duties of the branch of Industrial Investigations which has been in charge of Mr. Swan since its establishment in Washington are essentially commercial researches. The office is charged with investigating the methods, prices, products, waste, utilization, and other economics of the lumber industry and the several important wood-consuming industries.

The application of the results of the work of this office is brought about through coöperation in commercial demonstrations with the industries, trade associations, and government bureaus, through travel and public addresses, and conferences with influential men, through the publication of thirty bulletins annually with a combined circulation of approximately 250,000, and a large weekly correspondence on special problems.

Mr. Swan is a member of the Society of American Foresters, the committee of structural timbers of the American Society for Testing Materials, and the committee for the standardization of shipping containers.

With the Southern Pine Association

The Southern Pine Association surely seems to be getting busy in a hurry, and already has a full force of inspectors in the field both among the mills and on complaint work, who have been working for about thirty days. The inspection service will be extended to non-subscribers on the basis of $10 per day for the service of the inspector, plus traveling expenses.

The most important development recently was the appointment of Andrew J. T. Moore of New Orleans as traffic manager. Mr. Moore took up his new duties on the first of March. He has been assistant commissioner of the transportation department of the New Orleans Board of Trade, and is well known in traffic circles in other parts of the South.

ANDREW G. T. MOORE, RECENTLY APPOINTED MANAGER OF THE SOUTHERN PINE ASSOCIATION.

The board of directors of the association met in the Lumbermen's Club building at Memphis on Friday, February 26. A more complete report of this meeting is contained on another page of this issue.

One announcement which was made at the meeting is that the association is working with the committee on standard freight car designs of the American Railway Association subcommittee on designs and specifications, of which G. L. Wall is chairman. The purpose of the committee is the drawing up of designs for standard specifications for use in cutting yellow pine car material.

Other meetings referred to in the recent literature sent out by the association are the meetings of the Texas lumbermen at Beaumont, Saturday, March 6, and the Mississippi manufacturers at Laurel, February 19.

Nashville Club Presents Excellent Report at Commercial Club Annual Meeting

The Lumbermen's Club of Nashville, through President Henderson Baker and Secretary Cecil Ewing, submitted a report to the Commercial Club of Nashville, to be used in the annual report of that body for 1914. The Lumbermen's Club became affiliated with the Commercial Club of Nashville on its re-organization.

The meetings were held weekly during the past year with a full attendance at practically all meetings. The report called special attention to the work of the transportation committee, referring particularly to rates on lumber affecting Nashville shippers. It also called attention to the trading on the floor at the meetings, during which many cars of lumber have changed hands among the club membership, the result of this being that an order received locally by Nashville lumbermen does not go out of Nashville if any members of the club can furnish the stock at the price offered.

The report cited a complaint recently filed for the club by T. M. Henderson, commissioner of the Nashville Traffic Bureau, and several other rate matters, in which were the complaints against the N., C. & St. L. railroad on log rates from local stations and against proposed advances in rates on the same road from Nashville and Chattanooga. In both these cases the railroad was successful.

Jackson Club Holds Meeting

The recently organized Lumbermen's Club of Jackson, Tenn., held its semi-monthly meeting on February 26, in the office of Fetterman & Richardson. It was attended by about thirty representatives of the following concerns: Weis & Lesh Manufacturing Company, Fetterman & Richardson, Ashby Veneer & Lumber Company, Harlan-Morris Manufacturing Company, Tennessee Oak Flooring Company, Bedna Young Lumber Company, Budde-Weis Manufacturing Company and the Southern Seating and Cabinet Company. The membership is made up of those engaged in lumber or woodworking industries in Jackson.

Secretary Richardson was not present owing to sickness, and J. L. Fetterman occupied his chair.

Several questions of importance were brought up and disposed of by President C. F. Rae; among these was the question of the acceptance of the invitation extended by the Merchants & Manufacturers' Association to affiliate with it and use its quarters. It was decided after discussion that the club will co-operate with the association in all matters of mutual interest, but will maintain separate quarters and continue to use space as before in the Cantrell building.

President Rae appointed a committee to secure the necessary furniture to equip the new quarters before the next meeting, which will occur two weeks hence. When the quarters have been equipped, the club will be open at all times to members and friends. Active plans were discussed for increasing the membership, as there are a large number of prospective members in nearby towns.

One object of the club is to advertise Jackson as a lumber and woodworking center, to manufacturers in surrounding territory and to the lumber industry as well. That Jackson's advantages are being recognized is evidenced by the large number of institutions which have located there during the last few years.

The reports of the activities of Jackson lumbermen in the last week or so show that C. F. Rae of the Tennessee Oak Flooring Company returned from a trip from Nashville and contingent points, and that F. L. Donnell, sales manager of the Bedna Young Lumber Company, who is located at Greensburg, Ind., spent a few days at the Jackson mill last week.

Manufacturers to Meet at San Francisco in May

The annual meeting of the National Lumber Manufacturers' Association will be held at San Francisco, May 11-13. The management of the Lumbermen's building and House of Hoo-Hoo have offered facilities for meeting on the exposition grounds that have been accepted by the board of governors of the National Lumber Manufacturers' Association, which will enable delegates to attend the meeting and visit the fair at the same time.

The program for the National meeting will be in the nature of a continuation of the program at Chicago in May, 1914, which was devoted to the merchandising of lumber. It is expected that the addresses and discussions will relate to such questions as trademarked lumber, educating the consumer, the cost and efficiency of production, trade extension, the function of manufacturers' associations and the public interest in the economics of production. Since the National association has not held a meeting on the Pacific coast since the one in Seattle in 1909, there will be especial features on the program at San Francisco which will appeal to the coast members of the association and also to visiting lumbermen from the East.

All lumbermen who are planning a visit to the West coast this year should plan their trips so that they can take in the San Francisco meeting. It will be an event which they cannot afford to miss.

Details of the program are being worked up and will be announced as soon as possible.

Baltimore Exchange Discusses Important Questions

The quarterly meeting of the Baltimore Lumber Exchange, which took place at the Merchants' Club on March 1, was more largely attended than usual, and exceptional interest was manifested in the proceedings. Robert E. Lee, Mayor Preston's secretary, made a brief address in which he sought the coöperation of the members in all matters tending to promote the welfare of the city, promising in turn that the mayor would aid in all endeavors which the lumbermen might make to advance the special interests of their business. Mr. Lee is the head of what is called the convention committee, which aims to bring national gatherings here, in pursuance of which aim, information relative to the advantages and progressiveness of Baltimore is sent out. He urged the members to assist him in this work.

Mr. Lee was followed by C. M. Rowe of the Heller Industrial Film Company which is engaged in bringing different industries before the eyes of the public through moving pictures. Mr. Rowe proceeded to point out that moving pictures were the latest and most effective means of advertising, and suggested that a film showing the progress of the lumber industry from the felling of the tree in the forest to the planing mill would not only be highly instructive, but would bring the utility of lumber more clearly to the notice of buyers than any other means. He said that he was prepared to confer at length with the exchange as a body or with individual firms and corporations which might desire to make use of moving pictures.

The minutes of the annual meeting last December were read and approved. The treasurer's quarterly report showed that the financial condition of the exchange is excellent. A proposal, notice of which had been previously given, to repeal several clauses of an article in the by-laws, relative to the division of the cost of inspection between buyer and seller, came up and was adopted. Under the change the cost will be equally divided, instead of as heretofore, the seller paying twenty-five cents and the buyer fifteen cents per 1,000 feet. This has been the actual practice in hardwoods for some time, as a matter of fact, and was merely extended to other woods. Of course, the rule does not prevent private agreements on a different basis.

The amendment to the by-laws, requiring that at the next annual meeting four members of the managing committee be elected for one year, four for two years and four for three years, four being elected thereafter annually, which would in effect have made the committee continuous, instead of electing all twelve members annually, was brought up but voted down. Some members felt that the change would be inadvisable, since it would prevent the getting rid of a member of the committee who might have become objectionable, except by requesting him to resign, which would be productive of ill-feeling.

After the business session the members sat down to an excellent luncheon.

Memphis Club Entertains Yellow Piners

The regular semi-monthly meeting of the Lumbermen's Club of Memphis, which is ordinarily held Saturday at noon, was held Friday evening, February 26, at the Hotel Gayoso. This change was made in order that the club might entertain the directors of the Southern Pine Association, who were in session here that day. A delightful dinner was served. About twenty members of the association were present. The banquet hall of the Hotel Gayoso was beautifully decorated for the occasion and the evening proved a very enjoyable one. President Kadel acted as toastmaster. Included in the guest list were Charles S. Keith, president of the association; M. H. Sullivan, Bogalusa Lumber Company, Bogalusa, La.; John H. Kirby of the Kirby Lumber Company, Houston, Tex., and J. E. Rhodes, secretary.

President Keith said that he could not see anything very brilliant in the present outlook and that he did not anticipate that there would be any decided revival in the lumber business until after the close of the European war, but that, with this over, there would be a substantial boom in which both the hardwood and yellow pine people would participate. He referred to the expansion in business which followed the Spanish-American war and believed that something similar would be seen at the conclusion of hostilities in Europe.

Both Mr. Sullivan and Mr. Keith spoke very briefly. J. E. Rhodes, who attended the recent meeting of the Forest Products Federation at Chicago, gave a very interesting account of the proceedings of that body. He thought the national movement in behalf of lumber as against substitutes launched at this meeting a step in the right direction and that everybody identified with the lumber trade should lend every possible aid. It will be recalled that, at the last meeting of the Lumbermen's Club, an appropriation to help defray the expenses of the federation was made.

The meeting of the directors of the Southern Pine Association was held in the rooms of the Lumbermen's Club in the Business Men's Club building. These gentlemen were assured that they were at perfect liberty to make use of these rooms whenever they met here. Subsequent to this meeting, it has been announced that, while the permanent headquarters of the association are at New Orleans, all directors' meetings will be held in Memphis because of its greater accessibility to the members.

All of the speakers were enthusiastic in their praise of the hospitality shown by the Lumbermen's Club of Memphis and expressed their appreciation not only of the use of the rooms in question but also of the excellent entertainment provided for them.

Practically no business was transacted aside from the election of three new active members, as follows: Horace F. Harwell, Geo. C. Brown & Co., Proctor, Ark.; Thomas R. Winfield, president of the Cole Manufacturing Company, and Paul Rush, secretary and treasurer of the Riel-Kadel Lumber Company.

The membership committee also reported one new application for associate membership. This will be acted upon at the next regular meeting two weeks hence.

Southern Traffic Bureau Files Rate Protests

The Southern Hardwood Traffic Association has, through its governing board, decided to file a petition with the Interstate Commerce Commission against the advance of three cents per hundred pounds on shipments of hardwood lumber from Arkansas to all eastern points except New York. These higher rates became effective March 1, and the St. Louis, Iron Mountain & Southern, the Rock Island, the Frisco, and others are the roads against which the petition is directed.

The association a short time ago decided also to file a petition against existing rates from southern producing points to Texas common points. This decision was reached on the ground that rates from Texas common points eastward are measurably lower than those on west-bound shipments, according to a statement made by J. H. Townshend, general manager of the association.

The association has likewise filed a petition against rates from certain southern points to Sioux City, Ia.

Three new members have recently been elected by the association as follows: George C. Ehemann & Co., Memphis; Phil Ryan Lumber Company, Onalaska, Tex., and the Churchill-Milton Lumber Company, Louisville, Ky.

An active campaign for new members is being made to the end that the association may be increased in efficiency through larger support. The river and rail committee of the Memphis Lumbermen's Club is taking an active part in securing new members for the association which is doing the work formerly done by that committee and which is handling hardwood traffic matters in a larger way.

Club Protests Free Jap Oak

The importance of the Cincinnati Lumbermen's Club, as an organization of representative Cincinnati citizens and whose close affiliation with other industries is necessary to the benefit of the municipality, was recognized at a recent meeting of the organization at the Gibson hotel, when an invitation was extended to the members to become associated with the Chamber of Commerce of Cincinnati. This action was voiced and strongly advocated by W. C. Culkins, secretary of the Chamber of Commerce, and Guy M. Freer. The club membership as a body appeared strongly in favor of such a proceeding, when the mutual advantages were explained by the Chamber of Commerce committee. Henry J. Lewin, H. J. Pfiester and J. W. Graham were appointed as a committee by the lumbermen to make further findings in the proposition and report the results of their efforts at the next regular meeting.

The most important business transacted was the adoption of resolutions protesting against the importation of Japanese and Siberian oak into the United States free of duty as is now the situation under the present tariff law. The club based its action upon the well-grounded theory that the importation of such lumber free of duty is a discrimination against the American manufacturer and laborer. It was decided to extend the protest throughout the Central West, and Secretary J. A. Bolser was authorized to organize the lumber clubs in this section as a unit in protesting against the continued operations of the existing oppressive tariff law.

With Guy M. Freer, head of the traffic department of the Chamber of Commerce, as their spokesman, a delegation of Cincinnati lumbermen appeared before the state senate committee on public utilities to urge a favorable report on proposal No. 43, which, if enacted into law, would empower the Public Utilities Commission to suspend the railroad tariffs throughout the state of Ohio. The arguments presented by these gentlemen were so convincing that the senate committee, by a unanimous vote, adopted a favorable report on the measure. Little opposition is expected to materialize in either of the two houses of the legislature, and the aims of the lumbermen will be realized soon. The passage of this measure is expected to act as the forerunner of considerable of a boom in the lumber business throughout the state. Similar legislation has been obtained or is now being agitated in [illegible] states of the Union.

Hoo-Hoo Quarters Formally Opened

The Lumbermen's building and House of Hoo-Hoo at the Panama-Pacific International Exposition was opened on March 5, a special festival day created for the occasion. The program included a reception given by the exposition officials, and a parade with band and military escort to forestry court, Horticultural South gardens.

The building was dedicated by F. W. Trower, past snark of the universe, assisted by R. A. Hiscox, and local Hoo-Hoo men. The dedication took place at 11:15 a. m.

A bronze plaque was presented by C. C. Moore, president of the exposition, to the board of governors of Hoo-Hoo as an evidence of appreciation of co-operation. The plaque was accepted by J. R. Hanify, first vice-president of the board of governors.

A public band concert took place in the forestry court in the evening, followed by a reception, house warming and informal dance.

The house and social committee was composed of W. A. Hammond, chairman; C. E. DeCamp and C. R. McCormick.

With the Trade

Not Intended as an Evolution in Sawmilling

The last issue of HARDWOOD RECORD contained an advertisement of the Wm. E. Hill Company, sawmill machinery manufacturer, Kalamazoo, Mich. In some way the cut illustrating an imaginary section showing the log deck of a sawmill, the steam nigger and similar equipment, got turned upside down so that the machinery seemed to be suspended from the ceiling and the log to be held on the carriage by some unseen force. Occasionally something of this sort does get by as it did in this case, and HARDWOOD RECORD hastens to correct any wrong impression that might have been created by the insertion of the ad in this manner. As the company states, it did not mean a machine for an overhead log turner, nor the carriage for a hanging one.

The Last Big Circassian Shipment Received

R. S. Bacon, president of the R. S. Bacon Veneer Company, Chicago, stated last week that he had just received word from New York that the Italian line steamer Orsoia from Palermo was due at New York, and contained a large cargo of exceptionally high-grade Circassian walnut logs. These logs left the Black sea on a Hamburg-American steamer on August 1. This was the last German boat out of the Black sea. It passed through the Dardanelles on that date. It stopped at Barcelona and Syracuse, transferring the cargo at the latter point to the steamer which carried the logs across the water. The boat left Palermo on February 10.

Considering the exceptional scarcity of Circassian walnut logs, due to the complete tying up of the usual means of transportation by which these timbers are brought to this country, the cargo should be worth almost its weight in gold. Mr. Bacon has made a very thorough study of the Circassian walnut situation and states decidedly that there cannot be other than a serious shortage of Circassian at a very near date. He considers himself to be exceptionally fortunate in having secured a shipment of logs which when originally described at the time it was started out, was said to be of exceptional merit. The logs have been held up some time on account of the difficulty in getting transportation. In fact, it was thought at one time that they were permanently lost. Their final arrival in this country is certainly a fortunate occurrence for the R. S. Bacon Veneer Company.

Changes in Evansville Firm

At a meeting of the stockholders of the Evansville Veneer Company at Evansville, Ind., held about a week ago, George O. Worland, Allen Gray and R. R. Williams, purchased a large block of stock that had been held by the Frosts' interests at Sheboygan, Wis., and also by interests in the northern part of Indiana. At the conclusion of the deal, Charles W. Talge of Evansville was elected president; R. R. Williams, vice-president and George O. Worland, secretary-treasurer, and Mr. Talge, Mr. Worland, Mr. Williams and Mr. Gray were elected directors.

The Evansville Veneer Company began business at Evansville ten years ago, and now operates one of the largest veneer plants in the United States. Mr. Talge has been secretary and treasurer of the company during this period.

Mr. Worland, the newly elected secretary and treasurer, has been in Evansville for nine years and has been associated with the Evansville Veneer Company for the last four or five years. He was secretary and treasurer of the Evansville Lumbermen's Club for many years. Both Mr. Talge and Mr. Worland are considered as authorities in the manufacture of plain and fancy wood veneers. The remarkable growth of the business of the Evansville Veneer Company is ample testimony of the truth of this belief.

Purchases Large Hardwood Stocks

The Maddox Table Company, Jamestown, N. Y., announces it has just purchased the entire stock of the Union Lumber Company at Jamestown, consisting of about 1,500,000 feet of hardwoods composed of ash, cypress, oak, maple, poplar, cherry and chestnut. The remarkable feature of this stock is that it contained at time of purchase over two cars of No. 2 common. Harry Krieger was personally responsible for the purchase. Mr. Krieger had been connected with the Maddox Table Company about fourteen years.

A great deal of the lumber will be used in the factory of the Maddox Table Company, and the rest such as ash, cherry and chestnut, will be disposed of by L. L. Amidon.

New Firm Buys Cincinnati Business

The Probst Lumber Company, organized by W. S. Probst, former secretary of The Prendergast Company, Cincinnati, and manager of the Cincinnati branch of The Prendergast Company, has taken over the business of the latter institution to maintain offices formerly occupied in the name of The Prendergast Company in the Third National Bank building, Cincinnati.

The Probst Company will specialize in hardwood lumber, car timbers, yellow pine, and will also do business in switch ties which it will handle on a wholesale basis. The company will also maintain offices at 747 Railway Exchange, Chicago, Ill.

Will Travel in Wisconsin for Goodman Interests

J. J. O'Brien of Oshkosh, Wis., formerly with the Payson Smith Lumber Company of Minneapolis, has been engaged by the Sawyer-Goodman Company and the Goodman Lumber Company of Marinette and Goodman, Wis., respectively. Mr. O'Brien will travel through Wisconsin selling hardwoods for these two institutions, and he will continue to make his home at Oshkosh.

Investigating Wood Utilization

C. S. Smith and C. A. Kupfer of the United States Forest Service office at San Francisco spent part of last week in Chicago. They are engaged in the government's study of wood utilization which has been in progress for several months, and is nearing completion. They came to Chicago from Minnesota, where they were at work, and will proceed to the South, where they expect to remain for some time.

Wisconsin State Forester to Resign

At a recent hearing on the much argued forestry question in Wisconsin, State Forester E. M. Griffith, who has had charge of Wisconsin forestry work for the past seventeen years, stated that he is going to resign at the end of the present legislative session. The hearing was being held before a special committee investigating the consolidation plans for the various state agencies. Mr. Griffith's step was taken probably on account of the fact that politicians have been endeavoring to mix up in the forestry work, and he has found that he cannot work effectively when confronted with unintelligent opposition.

Mr. Griffith is considered one of the leading American foresters. He took the present position during the administration of Governor LaFol-

lette, being recommended by Gifford Pinchot, at that time chief forester of the United States. He is a personal friend of both Gifford Pinchot and of the present chief forester, Henry S. Graves.

Mr. Griffith studied and practiced practical forestry in Germany, and at one time was in charge of forestry at the Biltmore estate of the late George W. Vanderbilt. He laid out the Black Hills National forest, and was second in rank on the forestry staff that went to the Philippines and established forestry there after the United States took possession of the islands.

Pertinent Information

Hearing on New York Lighterage

The whole matter of lighterage regulations and facilities for receiving and distributing freight in New York was aired at a hearing before Examiner Burnside held in New York on March 3. The lumber interests of the city are especially concerned because of the proposition to charge twelve cents per ton for loading and unloading over the stringpiece, a service heretofore required to effect delivery. It is held by receivers of freight that the stuff must be placed at an accessible point for unloading—such as team tracks—and the three cents per one hundred pounds now charged for lighterage pays for this service. The roads opened by putting on the stand a number of witnesses to give expert testimony as to conditions in the city, and especially in Manhattan. They showed a surprising lack of knowledge and evaded many questions put by representatives of protesting consignees. The lack of facilities for making team track deliveries makes necessary the lightering of by far the larger proportion of freight that comes to the city. The effect of the proposed regulation with its charge for unloading is virtually asking the consignees to do a service they are paying for in the freight rate. The National Wholesale Lumber Dealers' Association and the New York Lumber Trade Association are among those protesting.

Arguments Completed in Frisco Rate Case

The case of the St. Louis & San Francisco Railroad Company against the railroad commissioners of Arkansas, commonly referred to as the Frisco rate case, is now in the hands of the United States district court of Little Rock. The arguments in this case, which is one of the three remaining out of nineteen originally brought against the commissioners in 1908, were completed last week by Judge Joseph M. Hill of Fort Smith, representing the state and railroad commission, and Judge John M. Moore of Little Rock, representing the railroad, and the case submitted to Federal Judge Jacob Trieber. Owing to other regular and heavy work of the court, it is probable that this case will be kept under advisement for some time, as the voluminous character of the testimony and briefs will command long hours of reading and much consideration.

In 1908, during the month of September as above mentioned, nineteen of the railroads in Arkansas brought suits in the federal court, asking temporary restraining orders against the members of the Arkansas Railroad Commission to prevent their enforcing the rates as prescribed in standard freight distance tariff No. 3 and the two-cent passenger fare rate as fixed by the general assembly in 1907. Upon the showing made by the carriers, and the making of acceptable bonds, the federal court granted the temporary injunctions. By agreement of counsel only the Iron Mountain and Cotton Belt cases were proceeded with. These two cases were decided by the supreme court of the United States in July, 1913, the holding being that the railroads had failed to show by their evidence that the rates as fixed by standard freight distance tariff No. 3 and the two-cent passenger fare rate were too low, or confiscatory, as claimed by the railroads, and the lower court was directed to dismiss the injunctions.

After that was done the Rock Island and nearly all of the smaller roads agreed to put the commission's rates into effect and compromised the claims for refund against them with the shippers and consignees. This policy was not followed, however, by the Frisco and Kansas City Southern. They were not satisfied with the showing made by the Iron Mountain and Cotton Belt, and have been engaged, along with the attorneys for the commission, for some time in taking their testimony, using a new formula or different system of showing earnings, expenses and net income of the company from its Arkansas business. Considerable interest is being manifested in this matter, as the same kind of plan for making their showings before the courts will likely be adopted in other state rate cases. The taking of testimony in the Frisco case, which will by agreement determine that of the Kansas City Southern, was completed in November of last year, the intervening time being used by counsel in preparing their briefs and arguments for the court.

The Tap Line Case

In the fourth supplemental order in the tap line case the Interstate Commerce Commission has handed down an order of much interest to lumbermen. The ruling in full is as follows:

Upon further consideration of the above-entitled case, and,

IT APPEARING, That since the original and supplemental reports and orders in the above-entitled proceeding certain of the tap lines named therein have surrendered their charters and discontinued operations as common carriers, and that in the third supplemental order entered in said proceeding certain other tap lines that had been previously dismissed as parties thereto were permitted to receive allowances or divisions from their respective trunk line connections on shipments moving between May 1, 1912, and the effective date of the orders respectively dismissing them from the force and effect of the orders entered prior thereto;

IT FURTHER APPEARING, That [illegible] and orders in this proceeding, and in conformity with the views of the commission as announced therein, applications have been made by carriers for [illegible] for switching between their respective mills and the rails of the carriers;

IT FURTHER APPEARING, That carriers have heretofore been granted permission to pay to certain lumber companies allowances under section 15 for services in switching lumber from their respective mills to the trunk line connections, and that certain of these lumber companies have filed petitions for reparation in the amount of such allowances on shipments moving from May 1, 1912, to the date upon which such allowances were authorized;

IT IS ORDERED, That the maximum allowances or divisions fixed in the second supplemental report and order herein shall apply to tap lines which surrendered their charters and discontinued operations as common carriers prior to July 29, 1914, and that allowances and divisions in conformity therewith may be paid to such lines by their respective trunk line connections on shipments moving from May 1, 1912, to the date of discontinuing operations as common carriers; provided, that the amounts of allowances or divisions which have been paid on the same shipments under the terms of previous orders shall be deducted therefrom; and provided further, that each defendant carrier so adjusting a claim or claims for allowances or divisions hereunder shall file with the commission a detailed statement of all payments so made, each such statment to be certified to as complete and correct by the principal accounting officer of the carrier making the same, and to show as to each shipment the date, point of origin, junction point, weight as billed, amount of allowance, amount paid under previous orders of the commission and amount paid under this order.

IT IS FURTHER ORDERED, That all [illegible] section 15 for switching between the mill and the trunk line connection may be made on the basis of the maximum amounts fixed in the second supplemental report and order herein; namely, for switching a distance of one mile or less from the junction $2.00 per car, over one mile and up to three miles from the junction $3.00 per car; provided, that before such allowances may be made effective applications therefor shall be submitted to and approved by the commission.

IT IS FURTHER ORDERED, That carriers which are granted permission under the terms of this order to make allowances under section 15, and carriers which, as hereinbefore stated, have on various dates been granted such permission, may make allowances not in excess of the amounts herein named; provided, that to lumber companies which had received allowances under section 15 from their respective trunk line connections prior to May 1, 1912, carriers may make allowances not in excess of the amounts herein named on shipments moving subsequent to May 1, 1912; and that to lumber companies which had not received allowances prior to May 1, 1912, but to which carriers have heretofore been granted permission to make allowances, carriers may make allowances not in excess of the amounts herein named on shipments moving from and after the date of the application upon which such permission was granted; and that carriers which have filed applications for permission to make allowances under section 15 which have not been acted upon, and those which may file such applications under the terms of this order, will, upon approval by the commission, be authorized to make allowances based on the amounts named herein from and after the respective dates of such applications; provided further, that the amounts of any allowances or divisions which may have been paid on the same shipments under the terms of previous authorizations by the commission shall be deducted therefrom, and that nothing in this order shall be construed as authorizing payment of allowances or divisions on traffic moving prior to May 1, 1912; and provided further, that each carrier adjusting claims for allowances hereunder shall file with the commission a detailed statement, properly certified to by its accounting officer, of all payments made under this or previous authorizations, each such statement to show as to each shipment the date, car number, amount of allowance, amount paid under previous authorizations, and amount paid under this order.

Missourians Protest Intrastate Increase

The Missouri Public Service Commission listened to objections of shippers of lumber Wednesday, February 24, at the Jefferson Hotel, in regard to the 2 to 3 cents per hundred increase in freight rates on lumber on intrastate shipments. Data had already been submitted by the railroads to the commission to prove their right to the increase.

The hardwood lumber interests were represented by Earl Kaufman, traffic manager of the Thomas & Proetz Lumber Company, Chas. L. Harrison of the Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo., Charles E. Thomas of the Thomas & Proetz Lumber Company, St. Louis and president of the Lumbermen's Exchange of St. Louis, and George Funck of the Funck Lumber Company, St. Louis and representing the Lumber Dealers' Association of St. Louis.

They testified that owing to the bad condition of the lumber business, they could not stand an advance, that hardwood lumber would be most affected by the advance, owing to its being found in small parcels and cut by small mills which were not in a position to get the full value out of it as the larger mills did, and for that reason most of them would have to go out of business if the advance were made.

The expert testimony was given by Mr. Kaufman, who submitted to the commission a number of exhibits, tables, etc., which he explained in full. He showed the commission statistics concerning the lumber industry and the consumption of hardwood lumber in Missouri, comparisons with construction material past, present and future.

The resolutions of the Lumbermen's Exchange, protesting against the advance and quotations from the Interstate Commerce Commission's opinion in the W. H. Tift case, No. 698, which recognized the lumber industry had its troubles as well as the railroads, concluded the testimony.

Probable Extension of Chicago Fire Limits

The building committee of the city of Chicago gave final consideration to the hearing on the proposal to extend the fire limits. The hearing was held at the City Hall on Tuesday, March 2. The most important result of the meeting was to make a final draft describing the area to come under the proposed new limits, which draft was submitted to the corporation counsel for his guidance in framing the new ordinance sug-

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gested. Those advocating fair treatment scored at least a partial victory in an ultimate recommendation to cut the proposed extension of about forty square miles to an area comprising only about twenty square miles.

On motion it was decided to consider the newly embraced area extending beyond the limits of the old fire lines and up to the newly described limits as a provisional fire area wherein the construction of frame houses would be allowed on the consent of the majority of property owners in any block in which such structure is proposed. This is in contradiction to the former provision covering this question, which specifically states that the consent must come only from the majority of those in a block on the same street as is the new structure.

A Typical Western Logging Train

On this page is shown a photographic reproduction of a logging train of the standard type of equipment used by northern lumber companies on the Pacific Coast. It will be seen in the exhibit by the Macloud River Railway Company at the Palace of Transportation at the Panama Exposition.

The locomotive was built by the Baldwin Locomotive Works of Philadelphia, Pa., especially for heavy logging service. The logs shown on the flat cars are fastened with chains and grab hooks just as they are loaded in the woods for shipment to the mills to be sawed into lumber. They are sugar pine logs coming from the slopes of Mt. Shasta and designed to go into boxes, mouldings and various household building materials.

January Lumber Cut and Shipments

The National Lumber Manufacturers' Association's report which compares lumber cut and shipments in January of this year with those of 1914, shows a total cut this year of 459,600,000 feet, and 539,000,000 feet in January last year. The decrease amounts to 79,400,000 feet. In January, 1914, total shipments were 584,600,000 feet, and in the corresponding month this year 497,800,000 feet, a decrease of 86,800,000 feet. In 1914 the January cut was 45,600,000 less than shipments. For January of this year the cut was 38,200,000 feet below shipments.

Hamburg Market Report

The business situation in Germany may be described as extremely strong, it being now generally acknowledged that it has been a very wise policy not to declare a general moratorium, which would have brought business to a standstill and threatened the sound financial structure of commercial life, while by abstaining from such an unneces-

TYPICAL LOGGING LOCOMOTIVE USED IN PACIFIC OPERATIONS, MANUFACTURED BY THE BALDWIN LOCOMOTIVE WORKS OF PHILADELPHIA, PA.

sary measure, the activity in all quarters is constantly improving. Some industries, of course, are not running at full capacity owing to the war, but others are working day and night to execute orders. Plenty of money is available at a rate unknown for many years, notwithstanding the fact that over $1,100,000,000 has been paid in on the big government loan only a comparatively short time ago.

Thus it may be expected that the large consumption power of this market for all kinds of American hardwoods will show a further advance as soon as peace has been restored and shipments will become possible.

Black walnut stock in first hands have been cleared entirely, except a few lots of common lumber. Firsts and seconds boards, especially 1 inch thick, will find a ready market after hostilities will have ceased. The demand for small (suitable for boards) and medium wood was very keen of late and no stocks are left in first hand. There are still a few hundred veneer logs, but these too will probably be sold before long. Prices obtained have gone up a good deal. All kinds of logs will be wanted after close of the war and shipments are strongly recommended to this port immediately shipping conditions will allow this.

White oak lumber was in good request, especially No. 1 common. Prices advanced steadily. There were no stocks of logs available at the beginning of the war and little demand for fine grained, mild white-colored wood.

Cottonwood stocks on hand have been cleared and prices increased. Sap as well as tupelo gum lumber will find buyers at satisfactory prices as soon as imports again can be made. No stocks are left.

All stocks of poplar logs have been sold at good prices and there was a fair demand. Imports especially of medium and large wood, suitable for veneer purposes, will fetch good prices as soon as normal conditions again prevail.

The few parcels of hickory logs left at the beginning of the war were sold almost immediately after the outbreak of the hostilities and very good prices were paid. Although this wood, as well as ash, is used to a very large extent for war purposes, new shipments would be very much appreciated after peace will again be in Europe.

Prices for ash logs have advanced more than one hundred per cent by now. Although the quality of the stocks still on hand at the end of July was rather inferior, same could be sold at high prices. The shipment of further parcels is recommended as soon as transport conditions will permit this and the season at that date will not be too advanced for this material.

Magazine Changes Name

The title of the official organ of the American Wood Preservers' Association has been changed to *Wood Preserving*. It will be published quarterly at Baltimore, Md., and is devoted to the industry set forth in its name. C. C. Schnatterbeck is managing editor of the publication. It has an important field to cover and is performing its task well.

Wooden Floors for Mills Advocated

The *Paper Mill*, a publication devoted to the paper industry, recently contained an article on the kinds of floors best suited to paper mills. Wood was given preference to all others. It is less dusty than concrete, is much easier on the feet of workmen, and in winter is warmer, and workmen are able to do more work, and with more comfort to themselves than when they work on hard concrete floors. The ideal floor for the paper mill is said to be that made from creosoted wooden blocks.

Walnut and Other Woods Wanted

An American consular officer in Russia reports that a business man in his district wishes to make a cash purchase of first-class mahogany boards of 1 to 4 inches in thickness, 7 inches wide, and 7 feet and up long; American walnut of the same dimensions and quality; square beams of mahogany not thinner than 28 inches for veneer; square beams of American walnut of the same dimensions; and blocks of rosewood of the East Indian variety, 18 inches wide, as well as blocks of amaranth, ebony, palm, lemon, etc. Correspondence should be in Russian. Persons in the United States who might want to look into this prospect can procure the name and address of the parties in Russia by writing to the Bureau of Foreign and Domestic Commerce, Washington, D. C., and giving the index number, "Lumber No. 15686."

Rattan Embargo

On February 22, 1915, the British government prohibited the exportation of rattan from the Straits Settlements to other than British ports. That will cut off the chief part of this article which has been reaching the United States. Large quantities of good grade rattan are available in the Philippines, but there is no present organization for exporting it. The Bureau of Foreign and Domestic Commerce at Washington has just published a report on Philippine rattan which contains valuable information.

Spain Selling Timber

Spain is one of the last countries from which timber exports would be expected. It is commonly reported to have been stripped of its forests three or four hundreds years ago. Yet it appears that some timber is still to be had in that country, and that the disorganization of trade on account of the war has brought this timber into notice. The London *Timber Trades Journal* recently stated that with the cutting off of supplies of foreign beech on account of the war, and the great demand of wood of all kinds at good prices, it is interesting to note that a concession is being offered of about fifty miles of forest in Spain consisting principally of beech, with some oak and spruce. The forest is well situated in regard to railways and shipping ports, freights even in these hard times would not be by any means excessive, while as an extra inducement large orders for timber are waiting.

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet

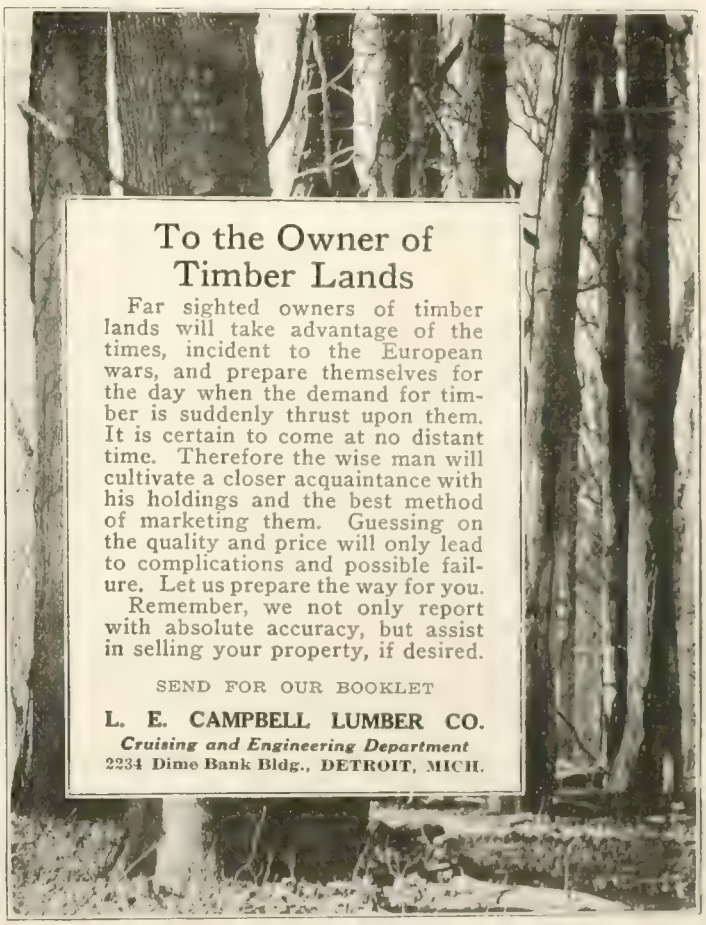
PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

TIMBER ESTIMATES

Northern, Southern & West Indian Hardwoods

Estimates Maps Reports

D. E. LAUDERBURN, Forest Engineer 6030 Metropolitan Life Bldg. NEW YORK, N. Y.



Hardwood News Notes

MISCELLANEOUS

Receivers have been appointed for the Virginia Veneer Company at Jarrett, Va.

William S. Whiting of Asheville, N. C., has opened up a hardwood office at Elizabethton, Tenn.

The New Albany Cabinet Company has been incorporated with $40,000 capital at New Albany, Ind.

At St. Louis, the Rotary Washing Machine Company had increased its capital stock to $125,000.

The J. H. Allen Company, Clio, Ark., manufacturer of hardwood lumber, is reported to have moved to St. Louis, Mo., and to have taken

offices in the Boatmen's Bank building. The mills are located at Junet, Ark., and Minter City.

The Saline River Lumber Company, a wholesale hardwood lumber institution, has started business at Minden, La.

The Foley & Williams Manufacturing Company of Chicago and Kankakee, Ill., has been placed in the hands of L. Small, trustee in bankruptcy.

The Mt. Vernon Woodworking Company has been incorporated at Mt. Vernon, N. Y., with an authorized capital stock of $50,000.

At Pekin, Ill., the Pekin Cooperage Company has purchased six or eight smaller concerns and has raised its capital stock from $500,000 to $1,750,000.

It is reported from Wheeling, W. Va., that a newly organized firm known as the Wheeling Planing Mill Company has taken over the holdings of the W. W. Wood Planing Mill Company.

The American Thread Company, a large corporation in the East, is reported to be in correspondence with the Copper Country Commercial Club of the upper peninsula of Michigan regarding the possibility of locating a spool mill at that place. The requirement is a supply of white birch. It is said that a tract of 90,000 acres has been located at a convenient place.

CHICAGO

The Lurya Lumber Company of Chicago has increased its capital stock from $10,000 to $100,000.

The Probst Lumber Company is a newly organized institution taking over the business of the Prendergast Company of Cincinnati, which has opened an office at 747 Railway Exchange, Chicago.

The O'Neil Implement Company, La Salle, Ill., has moved to Marseilles.

The Globe Wrecking Company has been incorporated at Chicago with $6,000 capital.

P. B. Raymond of the Knoxville Veneer Company, Knoxville, Tenn., passed through Chicago the early part of this week on his return to Knoxville after a successful business trip. Mr. Raymond says he has been getting some good orders.

C. L. Harrison, president of the Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo., was in the city for several days last week on business having to do with his company.

C. R. Ransom of the Gayoso Lumber Company, Memphis, Tenn., was in Chicago on business during the greater part of last week.

J. B. Deutsch of the Lake Independence Lumber Company, Big Bay, Mich., was in Chicago on business the last few days of last week.

F. D. Beals, president of the Hardwood Products Company, Neenah, Wis., passed through Chicago on Friday of last week on his return from a trip to the company's operations in Mississippi.

NEW YORK

Wister, Underhill & Nixon, wholesalers of Philadelphia and New York, have added to their selling force Harry I. Soble, for many years active in the local wholesale market. He will work in the Metropolitan district.

Lumbermen golfers of this city have organized the "Knot" Golf Club and it is planned to hold monthly tournaments beginning about the middle of May. Membership in the local club will be limited to those in this territory who are now members of or eligible for membership in the Lumber Trade Golf Association. The organization will be more informal than otherwise and will be conducted by the captain and a tournament and handicap commmittee of three. Henry Cape has been chosen captain and will appoint the committee in due time. Nine clubs in the district have already extended their privileges to the new organization and over a score of lumbermen golfers are already enrolled. There promise to be some regular times this summer for the local trade boasts of many enthusiasts of the game which "keeps one out in the open," as the humorists say.

DETROIT

The Ottawa Lumber Company has completed the erection of three new lumber sheds at Harbor Springs, giving it an additional floor space of 4,870 feet.

Fire destroyed a part of the Ranney Refrigerator Company's plant at Greenville and a considerable quantity of lumber. The plant will be rebuilt at Greenville.

Addison E. Barber, a prominent furniture manufacturer at Grand Rapids, died last week at Las Vegas, Cal., while on a business trip. He was taken suddenly ill with pneumonia. He was president of the Barber Brothers Chair Company of Hastings, Mich., and was interested in the Hastings Table Company. His widow and one son, Arthur E. Barber, are his immediate survivors.

Fire recently did about $4,000 damage in the lumber yards of W. D. Young & Co, hardwood flooring manufacturers at Bay City.

The Pierce-Williams Basket Company has resumed operating its plant at South Haven. Among several other improvements which have been made was the installation of an automatic sprinkler system.

The name of the Kelly Chair Company at Hancock has been changed to the Hancock Chair Factory and control has been purchased from the founder, A. Kelly, Grand Rapids, by Hancock interests. The plant has not been operating but will resume at once.

W. T. Culver, vice-president and general manager of the Stearns Salt & Lumber Company at Ludington, was elected vice-president of the Michigan Manufacturers' Association at the twelfth annual convention held at Detroit recently.

The Williams Brothers Company of Cadillac has shipped the last logs from its camp at Arcadia and lumbering in that section has ceased. The company has also completed its cut at Saunders, which completes the company's operations along the Ann Arbor railroad.

The Sagola Lumber Company at Sagola now has 1,500,000 feet of logs ahead of its mill, which is operating steadily, and if weather conditions remain favorable the company will bring in 1,000,000 feet more.

The Standard Hoop Company, Ltd., manufacturer of hoops and hardwood lumber at Bay City, has resumed operating its hoop mill. The sawmill has been in operation for some time. It has a fair supply of logs on hand.

ST. LOUIS

Quiet prevails in the hardwood market although the signs are good for a betterment very soon. The items best in demand are choice plain sawed and quartered red and white oak, and the furniture and implement concerns are the best buyers. Inquiries are coming in quite freely for poplar, ash and gum and there is a little activity in these items. Cottonwood of the better grade is showing more life. It is believed nearly all items on the hardwood list will soon be in good demand. Stocks in the local yards are in fairly good condition. Cypress is being called for fairly well from some parts of the nearby territory but the demand is not up to what has been expected. The general opinion among the leading cypress distributors is that as soon as weather conditions improve an active volume of business will be done.

There was an increase of 54 in the number of permits for February, but a falling off of $207,021 in the valuation, as compared with that month last year. Last month 561 permits were issued for buildings and alterations, the estimated cost of which is $908,083.

Receipts and shipments of lumber in St. Louis during February, as reported by the Merchants' Exchange, were 15,020 cars of lumber received, as against 14,378 cars during February last year, a gain of 642 cars this February. Shipments were 8,911 cars, against 9,803 cars February, 1914, a loss of 902 cars February, 1915.

The Southern Hardwood Company, with headquarters in Jacksonville, Tex., has opened up an office in room 1414 Wright building. It is in charge of B. B. Hall, sales manager of the company. He will be assisted by J. W. Shelton. The company will not only sell the output of its own mill, but will do a general hardwood business.

BUFFALO

Building operations in Buffalo have been on an unsatisfactory scale so far this year, the first two months showing a decline of 26 per cent from the corresponding period of last year. Two months of 1915 show a total cost of $689,000, as compared with $931,000 last year. March may show an improvement, but so far there is not much evidence of it.

Frank T. Sullivan, who was the Buffalo manager of the hardwood interests of Hamilton H. Salmon & Co., is retaining the yard on the Buffalo river in his own name, since that company became embarrassed. The plan is to handle hardwood lumber on a commission basis and he has already arranged to handle a lake cargo to be brought in some time next month. He has some stock in yard at present, most of it birch and maple, and will continue to make these two hardwoods his specialties.

W. K. Jackson of Jackson & Tindle has lately been looking after the firm's interests in Michigan and in upper Canada.

C. C. Slaght, a Buffalo lumberman who spends most of the year on a tract near his sawmill at Genesee, Pa., is shipping liberally of hardwoods from that mill and also from the mill of the C. C. Slaght Lumber Company at Coudersport. These mills have not run this winter, but will start up in the early spring.

G. Elias sustained a broken arm some days ago, while cranking his automobile, but the accident was not serious enough to keep him long from business. A. J. Elias was recently in Washington, a guest of Secretary of State Bryan.

The Buffalo Hardwood Lumber Company found February business about double that of January. Up to February 15 more lumber had been sold and shipped than during the whole of the preceding month.

Blakeslee, Perrin & Darling state that hardwood trade shows a noticeable improvement. Thick oak has been moving about as well as anything, though cypress is showing a larger sale.

O. E. Yeager is spending two weeks at Mt. Clemens, Mich. The Yeager Lumber Company finds trade holding about steady and pretty nearly up to normal. January was a much better month than expected.

The A. J. Chestnut Lumber Company still says "statu quo" when asked about its New England business. There is something doing there, but the company will not be eager to return to its old activity until the flooring trade improves.

The Hugh McLean Lumber Company reports the hardwood trade improved as compared with January, though not very active as yet. The mills of the company at Memphis and Birmingham are turning out a fair amount of stock.

The National Lumber Company notes an increase in flooring trade in this section, though sales are not brisk. A better building demand is looked for within the next few weeks.

THINK

Of Us, When in Need of Better Hardwoods!

TENNESSEE VALLEY

Hardwood Lumber and Hardwood Flooring

When you get HITT QUALITY THE HHH BRAND HARDWOODS *Are the Best*

Our Motto—"Dry Stock. Straight National Grade. Prompt Shipment."

Our four band mills have a capacity of 150,000 feet per day, and our Hardwood Flooring Plant will manufacture 50,000 feet per day.

We want your business, and you will want our Lumber, if you will give us a trial order. Get our prices, give us an order, and be convinced.

We have at present a well assorted stock of

15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum

Partial Dry Stock List

QTD. WHITE OAK
500M' No. 1 Common, 4/4
100M' No. 2 Common, 4/4

PLAIN WHITE OAK
80M' 1s & 2s, 4/4
20M' 1s & 2s, 5/4
500M' No. 1 Common, 4/4
130M' No. 1 Common, 5/4
10M' No. 1 Common, 6/4
60M' No. 2 Common, 4/4
10M' No. 2 Common, 5/4
10M' No. 2 Common, 6/4

PLAIN RED OAK
300M' 1s & 2s, 4/4
140M' 1s & 2s, 5/4
800M' No. 1 Common, 4/4
130M' No. 1 Common, 5/4
10M' No. 1 Common, 6/4
60M' No. 2 Common, 4/4
10M' No. 2 Common, 5/4
10M' No. 2 Common, 6/4

BAY POPLAR
40M' 1s & 2s, 4/4
200M' No. 1 Common, 4/4
50M' No. 2 Common, 4/4

POPLAR
20M' Panel
20M' 1s & 2s, 4/4

SAP GUM
20M' 1s & 2s, 4/4
10M' 1s & 2s, 5/4
10M' 1s & 2s, 6/4
180M' No. 1 Common, 6/4
700M' No. 2 Common, 4/4
350M' No. 2 Common, 5/4
100M' No. 2 Common, 6/4

RED GUM
10M' 1s & 2s, 4/4
40M' No. 1 Common, 4/4
10M' No. 1 Common, 5/4
70M' No. 2 Common, 4/4
10M' No. 2 Common, 5/4

WHITE ASH
25M' 1s & 2s, 4/4
10M' No. 1 Common, 6/4
10M' No. 2 Common, 4/4
25M' No. 3 Common, 4/4

Send Us Your Inquiries

H. H. HITT LUMBER COMPANY

DECATUR *ALABAMA*

Eastern Representative
W. F. BIXBY, Jamestown, N. Y.

The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

Northern and Southern Hardwoods

CAR STOCK

WHITE PINE YELLOW PINE

High Quality—Prompt Delivery

WE WANT TO MOVE AT ONCE

5 cars 1" 1st and 2nd Basswood
3 cars 1" No. 1 Common Basswood
3 cars 1" No. 3 Common Basswood
15 cars 1" Oak—all grades

Send us your inquiries

WEST VIRGINIA HARDWOODS

We Have Ready for Prompt Shipment

14,000′ 4/4 Log Run Ash.
5,000′ 10/4 1s & 2s No. 1 Common Ash.
12,000′ 4/4 1s & 2s No. 1 Common Basswood.
9,000′ 6/4 Log Run Basswood.
35,000′ 4/4 Log Run Birch.
55,000′ 4/4 1s & 2s Chestnut.
55,000′ 4/4 No. 1 Common Chestnut.
300,000′ 4/4 Sound Wormy & No. 2 Common Chestnut.
100,000′ 4/4 No. 3 Common Chestnut.
26,000′ 5/4 1s & 2s & No. 1 Common Chestnut.
100,000′ 5/4 Sound Wormy & No. 2 Common Chestnut.
22,000′ 8/4 1s & 2s & No. 1 Common Chestnut.
75,000′ 4/4 Log Run Maple.
19,000′ 6/4 1s & 2s & No. 1 Common Maple.
45,000′ 8/4 Log Run Maple.
13,500′ 4/4 1s & 2s Poplar.
50,000′ 4/4 No. 1 Common Poplar.
150,000′ 4/4 Log Run Red Oak.
55,000′ 5/4 Log Run Red Oak.
68,000′ 6/4 1s & 2s & No. 1 Common Red Oak.
100,000′ 8/4 Log Run White Oak.
100,000′ 3x4 and 3x5 Hardwood Mine Rails.
3 cars ½" Slack Barrel Staves, 40 & 42" long.
10 cars Chestnut Telephone Poles.

Alton Lumber Company

Buckhannon West Virginia

Band Mill, Mill Creek, West Virginia
Circular Mill, Todd, West Virginia

CINCINNATI

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY
Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO.
Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS
THE FREIBERG LUMBER COMPANY
Office and Mill: CINCINNATI, OHIO

The Standard Hardwood Lumber Company reports some oak and chestnut moving, though the quantity is not so large as usual at this season. Warm weather is expected to stimulate business soon.

T. Sullivan & Co.'s sales are largely of brown ash at present. While hardwood prices are somewhat unsatisfactory at present, a good deal of strength to northern hardwoods is looked for about the middle of the year.

PHILADELPHIA

J. H. Haines, manager of the Babcock Lumber Company, regards the sudden increase in building work as an indication of a developing healthy tone in trade. He reports a slight betterment in local trading, but in the suburban and smaller towns an increased activity since the first of the year.

Warren Ross, president of the Warren Ross Lumber Company, Jamestown, N. Y., and Mr. Edgecomb, sales manager of the Insular Lumber Company, Manila, Philippine Islands, were recent visitors to the local trade.

Ralph Souder of Hallowell & Souder, who returned recently from a tour of the southern mill districts, says that some of the mills are still shut down and there is only enough stock all told to cover immediate requirements. He does not anticipate a rush of business in the near future, but a gradual advance toward better times.

Herbert P. Robinson of Miller, Robinson & Co., with wife and son John, have just returned from a pleasure trip to Florida.

E. M. Bechtel, sales manager for William Whitmer & Sons, Inc., says there has been no appreciable change in trading since the first of the year. Collections are fair.

W. H. Wyatt of the Jackson-Wyatt Lumber Company says there is always a modicum of business to be obtained by hard hustling, but so far this year there has been a lack of ginger in buying. He is looking for a steady advance as the year grows older.

Currie & Campbell have moved from the eighth to the sixth floor of the Commonwealth building, where they have more room to conduct their increased business.

Schofield Bros. have secured E. B. Bartleson to succeed George Huganir as salesman.

The Smith Lumber Company, Boston, Mass., has opened an office in the Real Estate Trust building, this city.

Among the recent charters are the Continental Land and Lumber Company, capitalized at $2,000,000, and the Cherokee Timber Company, $300,000, both under Delaware laws.

Paul Ross Weitzel, father of P. Elmer, Herbert E. and E. Boyd Weitzel, who established the lumber business now known as the Weitzel Lumber Company, died on March 2, aged eighty-two years.

The steamship William O'Brien, built exclusively for the lumber trade for the Carpenter-O'Brien Company, Jacksonville, Fla., was launched at the New York Ship Building Company yard, Camden, N. J., on February 27. The vessel will ply between Jacksonville and New York, and will have a capacity of over 3,000,000 board feet of lumber.

The Keystone Planing Mill, Lancaster, Pa., owned by Himsworth & Son, formerly of Philadelphia, was visited by fire on February 27, causing a loss of $25,000.

PITTSBURGH

The Henderson Lumber Company regards the outlook for mixed hardwoods as somewhat better and says that considerable good business is likely to be placed between now and April 1.

J. N. Wollett, president of the Aberdeen Lumber Company, thinks the situation has not improved since February 15. The spurt which was on during January and February has suddenly subsided.

James Miller of Miller Brothers Lumber Company is down East on a long trip among hardwood consuming plants.

G. C. Adams, sales manager of the Duquesne Lumber Company, reports that its business during January and February was very satisfactory indeed. Both months made big gains over 1914.

The Federal Lumber Company has been organized with E. E. Gregg, president and treasurer; J. K. Fawcett, vice-president; A. M. Bangert, secretary, and Charles A. Jamison of New York and C. P. Caughey of Pittsburgh as directors. The company has a capital of $25,000 and has taken over the business of the old C. P. Caughey Lumber Company. It has offices at 704 Oliver building and mills in six counties of Pennsylvania with splendid mill connections in West Virginia and North Carolina also.

The Bartlett-Shotts-Wilson Company is a new wholesale concern at the foot of South Eighteenth street which will deal in doors, sash and millwork chiefly. The members are A. C. Bartlett, treasurer; T. R. Shotts, president, and R. H. Wilson, secretary. All of them have been connected for years with door and sash concerns in this city.

The Warren Axe & Tool Company at Warren, Pa., has let the contract for an addition 75x75 feet to its plant to cost about $15,000.

BOSTON

The Massachusetts Wholesale Lumber Association, Inc., will hold a meeting March 18 at the City Club, Boston. Some important business matters will come up. The association filed a brief on March 1 with the Interstate Commerce Commission on docket No. 5518 in line with the principles advocated by other wholesale associations on the subject of freight receipts issued to receivers of lumber by railroads. The question

has created widespread interest on account of the tentative proposal to have all information pertaining to the origin, shipper and transit of every car placed on the freight receipt issued to the party paying the freight. In the business of the wholesalers, such a practice will manifestly disclose to all customers the source of supply and open up opportunity for the wholesaler's mills to select his customers for their own advantage and solicitation. The Massachusetts wholesalers take the position that every principle of equity and law would dictate no such confiscation of their private affairs.

A petition in bankruptcy has been filed by the B. F. Smith Construction Company of New Bedford with liabilities of $179,575 and assets of $88,418. The amount of credit to lumbermen evidences the difficulties the trade is meeting with.

Wm. H. Harlow, senior member of Wm. H. Harlow & Sons, died of pneumonia at Hyde Park, February 26. His sons, Wm. B. and Robert B., will continue active management of the old business.

BALTIMORE

O. C. Gates, a lumber operator at Rockwood, according to information received here from Cumberland, Md., has made application for the benefit of the bankruptcy laws. His assets are said to be $6,625 and his liabilities $20,081.

The plant of the Parsons Pulp and Lumber Company at Parsons, W. Va., has been closed for an indefinite peroid owing to a lack of demand for the company's products. The entire storage space has been filled, and the company will wait until some of the accumulations have been worked off before it resumes.

Much interest is manifested here in the report from Clarksburg, W. Va., that at a meeting of the stockholders of the E. Stringer Boggess Company, Inc., held there last month the resignation of E. Stringer Boggess as president and director was received and accepted. Mr. Boggess, who is well known here, is expected to resume activities after a much needed rest. He was succeeded as the head of the corporation by L. O. Smith.

CINCINNATI

An encouraging demand for maple and fair business in all departments is reported by the Atlas Lumber & Manufacturing Company. This concern is optimistic in discussing the outlook, predicting a complete resumption of trade within a reasonably short period.

A slow but noticeably steady improvement is noted by the Anchor Lumber Company. Business with these people has picked up steadily since the middle of January, maple and basswood being the centers of movement.

Richie, Halstead & Quick are optimistic in their views regarding the business outlook. They note an improved demand for southern hardwood and yellow pine. Inquiries are picking up, a fair demand giving a strengthening tone to the market. They are well employed.

There seems to be a general get-together movement among the hardwood men, with a view of giving the situation an optimistic air, even though conditions are not quite up to the desired standard. As is well known, pessimism and a disinclination to boost when business presents a rather discouraging outlook, can do more harm than an actual sluggish market. This view is taken by the Blackburn & Bolser Company, which professes to see the silver lining and asserts that business is all that could be expected. It sees better prospects in the near future.

C. Crane & Co. express only the most hopeful survey of the hardwood world. A factory trade increase of thirty-five per cent, steadily increasing orders for quick deliveries, heavy inquiries denoting big railroad improvements, and prices holding up well at a high level, giving no indications of a slump, is the roseate summary of the situation at this plant.

The Queen City Furniture Club held its monthly meeting Wednesday evening. The entertainment committee provided a pleasing program and tempting refreshments. The business session was devoted to matters pertaining chiefly to club affairs.

COLUMBUS

To make way for a large warehouse that is to be erected at an early date, the Springfield Planing Mill and Lumber Company of Springfield is arranging to remove five dwellings from lots owned adjoining its present plant.

The one-story frame building of the Gotshall Manufacturing Company of Toledo, manufacturer of hardwood lumber, was destroyed by fire recently entailing a loss of $10,000.

According to the report of the Columbus building inspector for the month of February, there were 119 permits issued of a valuation of $153,350 as compared with 108 permits and a valuation of $225,915 in February, 1914. Since the first of the year the department has issued 208 permits of a valuation of $238,450 as compared with 230 permits and a valuation of $404,655 in the same period in 1914.

The Taylor Lumber Company has rented offices in the First National Bank building, Portsmouth.

The Broadway Lumber Company of Cleveland has increased its capital from $40,000 to $50,000.

The C. W. Meyers Lumber Company of Cleveland has been incorporated with a capital of $25,000 to deal in lumber products, by I. W. Meyers, H. T. Flanagan, A. Cullen, Ray J. Miller and Frank X. Cull.

The Penn Square Lumber Company of Cleveland has been incorporated

J. K. WILLIAMS A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty

Indiana's Original Giant

This photograph was made while the tree was being cut for our mill.

It stood in Putnam County, Ind., and was a *genuine* FORKED-LEAF WHITE OAK—beyond question the finest white oak that ever grew.

Your customers were delighted with that quiet beauty, that rich, even color and figure that for all time have given to goods made from *Indiana oak* an *Individuality*.

You can please them again. How? Simply by buying a parcel of almost anything in lumber or sawed veneers from our yards. You can select from a full assortment. We positively carry no southern stock and can prove it.

And remember, we have built up our business by giving

Just a little better quality than you expect

Charles H. Barnaby

Greencastle, Indiana

HAVE YOU OTHER NEEDS FOR HIGH GRADE HARDWOODS? WE CAN FILL THEM.

Peytona Lumber Company
Huntington West Va.

—MANUFACTURERS—

PLAIN SAWN
RED AND WHITE OAK
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

BAND MILLS:
Huntington, W. Va. Accoville, W. Va.

Kentucky Hardwoods

1 car 1" 1s & 2s Chestnut—25% 14-16' lengths, average 14" wide.
3 cars 1" No. 1 Common Chestnut.
5 cars 1" Sound Wormy Chestnut, 50% 14-16' lengths.
5 cars 1¼" Sound Wormy Chestnut, 50% 14-16' lengths.
2 cars 1½" Sound Wormy Chestnut, 50% 14-16' lengths.
5 cars 4/4 No. 1 Common Poplar, 40% 14-16'.
2 cars 1¼" No. 1 Common Poplar, 60% 14-16'.
1 car 1" Clear Sap Poplar, 40% 14-16'.
5 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" No. 2 Common Plain Red Oak.
5 cars 1" No. 1 Common Plain White Oak.
5 cars 1" No. 2 Common Plain White Oak.
3 cars 1¼" No. 1 Common Plain White Oak.
1 car 1½" No. 1 Common Plain White Oak.
1 car 1½" No. 2 Common Plain White Oak.

Buskirk-Rutledge Lumber Co.
INC.
LEXINGTON, KY.
BAND MILLS: Quicksand, Ky., Straight Creek, Ky.

with a capital of $10,000 to deal in lumber and builders, materials by F. B. Fortune, F. F. Fisher, W. R. Walker, F. C. Maxwell and A. L. Ward.

The Greene County Lumber Company of Xenia, O., has been incorporated with a capital of $10,000 to deal in lumber by Joseph Murphy, C. W. Murphy, Peter Kuntz, Jr., Martin Kuntz and J. R. Payne.

Fire completely destroyed the lumber yards of J. R. Raudabaugh, located on Forest avenue and the Erie tracks at Lima, O. The loss is about $2,500.

The Central Lumber and Supply Company of Niles, O., has been incorporated with a capital of $10,000 by Thomas H. Elwood, Mrs. Thomas H. Elwood, Edward Cunnick, Jr., Lillian Cunnick and Charles F. Mathias.

The Theodore Kundtz Company of Cleveland has been incorporated with a capital of $2,000,000 to manufacture furniture, cabinets, auto bodies and other wooden articles by Theodore Kundtz, Theodore Kundtz, Jr., Nick Winkel, Joseph J. Gedeon, Frank Friedle and Bela Kennedy.

According to M. J. Caples, who is in charge of the construction of the new line of the Chesapeake & Ohio from Portsmouth to Columbus, the project has not been abandoned, but is held up because of the unsettled financial situation. Just as soon as the financing is completed the line will be built.

R. W. Horton of the W. M. Ritter Lumber Company reports a fair demand for hardwoods when existing business conditions are considered. Prices are rather firm at former levels. Some cutting is reported where stocks have accumulated. Yardmen are the better customers as compared with factories. Shipments are coming out promptly.

J. A. Ford of the Imperial Lumber Company reports a fair demand for hardwoods at this time with prices steady.

INDIANAPOLIS

The McGuire Handle Company has arranged to move its plant from Prospect, O., to Anderson.

The Batesville Furniture Manufacturing Company, Batesville, has received a $100,000 order which will keep it busy for several months.

Building operations in the city last month amounted to $307,750 as compared with $292,469 for February, 1913, the first month to show an increase since last August.

With an authorized capitalization of $15,000, Martin Cutsinger, Homer I. Cutsinger, Clarence D. Cutsinger and O. M. Mitchell have organized and incorporated the Diamond Veneer Company. A veneer manufacturing business will be conducted at Edinburg.

The Indiana legislature has passed a workman's compensation law which will become effective September 1. Unless notice of rejection of the law is filed at least thirty days prior to an accident, every employer is to be bound by the law and required to insure his risks or else give ample evidence to a state industrial board that he is financially able to pay his losses direct. Compensation is to be on a basis of fifty-five per cent of a workman's average weekly wage, with a minimum of $5 a week and a maximum of $12 a week. In case of death from injuries, the dependants are to be compensated for three hundred weeks.

MEMPHIS

Weather conditions have been rather more favorable in this section during the past fortnight, but still there have been both rain and snow in moderate quantity, with the result that there has been more or less interference with logging operations. There has been an increase in the movement of timber in this territory during the past two or three weeks, but it has been comparatively light for the reason that no large amount of timber has been offered to the logging companies or available for moving by firms which look after the handling of their own logs. There is no doubt that the shortage of log supply is still rather marked and the opinion still holds that there is no possibility of a very substantial increase in hardwood lumber output unless there is a decided change for the better in weather conditions. There have been few winters in the history of this territory when there has been as much precipitation in the form of rain, sleet or snow as during the one just ended, and this has proven a very restricting influence on work in the woods. Added to this is the shortage of timber growing out of the voluntary stoppage of all logging operations for several months during the late summer and autumn. The Valley Log Loading Company is loading only a small percentage of normal quantity of timber, and private firms that look after the handling of their own timber shipments are making only moderate progress. This scarcity of timber is regarded by members of the trade here as the most sustaining influence in the market aside from the increased demand which has recently made itself felt.

The Columbia Hardwood Lumber Company, at Pinckney, Crittenden county, Ark., has been granted a charter under the laws of that state. It has a capital stock of $70,000. John, Edward and William Schoen, together with John C. Rogers, constitute the incorporators. This firm some time ago purchased extensive timberland holdings in Crittenden county, buying out for $62,500 the holdings of one of the firms in that territory which went into the hands of receivers a few months ago.

The offices of Penrod-Jurden & McCowen have been opened here. They occupy the building in North Memphis which was formerly used by the Bennett Hardwood Lumber Company. They are in charge of R. L. Jurden and H. A. McCowen. These gentlemen are looking after the operations of the hardwood mill formerly run by the Bennett Hardwood Lumber Company and they are also taking care of the output of the other two

mills owned by the partnership, one at Helena and the other at Brasfield, Ark. All the hardwood business of these interests will be handled from Memphis while, as previously stated, the walnut business will be conducted from Kansas City, under the direction of J. N. Penrod. Readers of the HARDWOOD RECORD will recall that the firm of Penrod-Jurden & McCowen recently took out a charter here with a capital stock of $350,000 and that all arrangements were perfected for opening here about the first of March.

The H. H. Hitt Lumber Company, which has headquarters at Decatur and which owns several mills in north Alabama, is arranging to resume operations and expects to have its saws going by the first of April. It will give employment to several hundred men. The Huntsville Lumber Company, which is allied with the H. H. Hitt Lumber Company, is operating its planing mill at Decatur and is shipping considerable quantities of dressed stock to the Pacific coast.

The Rex Planing Mill, which was recently destroyed by fire at Meridian, Miss., will be rebuilt at once, according to the management. The estimated loss was $35,000, covered by insurance. New machinery will be installed on the old site and construction is actually already begun. Four new machines will be put in and the plant will have large capacity. R. C. Malone, general manager, says that the plant will be ready to run within sixty days.

Benjamin K. Nusbaum, secretary of the National Association of Builders' Exchanges, with headquarters at Philadelphia, is authority for the statement that there is decided improvement in building conditions all over the country. When in Memphis he had just completed a trip covering more than 5,000 miles and this statement was made as a result of what had been his personal observation. He said there was nothing suggestive of a boom in building lines but that very material improvement has taken place within the past two or three months, that this was very gratifying and that it formed the basis for optimistic views regarding the future. He thought that a considerable part of this building was due to the low price at which material of every kind could be bought, but he also expressed the view that, even though there was an advancing tendency in lumber and other materials, there was no sign of let up in activity. Mr. Nusbaum also said that the uniform plan of contracts which was being very generally adopted was proving quite a factor in increased building operations for the reason that the contractor, the architect, and the owner could figure under this system just what a building would cost.

S. F. Gilmore is nearing the completion of his sawmill at Swifton, Ark., which will be used for the manufacture of wagon and automobile dimension stock.

The Bedna Young Lumber Company has taken over the Jackson end of the business formerly operated by Young & Cutsinger, while F. M. Cutsinger has taken over the Evansville, Ind., end of the same firm. The Bedna Young Lumber Company will have its sales offices at Greensburg, Ind., in charge of Frank M. Donnell. However, its manufacturing operations will be at Jackson, where it owns a big band mill which will be used for cutting quartered oak and other hardwoods. The incorporators are F. M. Cutsinger, M. L. Young, Harry J. Schaefer, Thomas C. Hanley and Frank L. Donnell. Thomas C. Hanley will serve this firm in the capacity of office man and traffic manager.

The Southern Furniture Corporation, which is capitalized at $100,000, has been granted a charter under the laws of this state. It proposes to own and operate furniture stores at Memphis, Chattanooga and several other important southern cities. The incorporators are M. M. Martin, Duncan Martin, S. W. Portlock, E. H. Catchings, W. B. Lipscomb, J. D. Bassett and F. B. Whitaker.

NASHVILLE

The most important business transacted at the meeting of the Nashville Lumbermen's Club, February 27, was the nomination of officers for the ensuing year, which are practically equivalent to election. The following were nominated: President, Charles E. Hunt, Hunt, Washington & Smith; first vice-president, W. M. Farris, Jr., Farris Hardwood Lumber Company; second vice-president, Harold M. Greene, Davidson, Hicks & Greene Company; secretary, Cecil Ewing, Southern Lumberman; directors, Charles M. Morford, Morford Lumber Company; P. J. Loevenhart, Loevenhart & Co.; A. B. Ransom, John B. Ransom & Co.; S. Lieberman, Lieberman, Loveman & O'Brien, and Henderson Baker, Baker, Jacobs & Co. Mr. Baker has been president the past year. The election will take place March 13.

Hugh Kyle of Kyle Bros., Celina, Tenn., was in Nashville recently to negotiate the sale of 500,000 feet of poplar, oak and ash logs. He reported general conditions in the upper Cumberland river section as satisfactory.

The Nashville Tie Company has filed a complaint with the Interstate Commerce Commission, seeking to recover reparation of $478 on freight paid on crossties, and also seeking a readjustment of the rate.

Reports are received from Wayne county, one of the largest undeveloped timber counties in the state, that some half dozen sawmills have started operation.

BRISTOL

It is believed that a large majority of mills in this section will be in operation by April 15. Many have already resumed and others are preparing to do so as soon as possible.

The Kingsport Lumber Company last week put a large force of men to work to complete its logging road on Chestnut Ridge, and will put its new

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8 cars 1½" to 4"

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No. 2 Plain Oak:
5 cars 1"

No. 1 Common Ash:
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In fact, we have studied this line of manufacture so thoroughly that we feel confident we can tell you anything you want to know about it.
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Dermott Land and Lumber Company
DERMOTT, ARK.

fall be operated in a few days. The new mill will employ about two hundred men.

The Duggannon Lumber Company will resume operation of its band mill at Chuckpoint, Va., within the next few days.

The Pittsburgh Lumber Company last week resumed operation of its band mill at Hampton, Carter county, Tenn. The company is shipping out a large amount of stock from its yards at Hampton.

The H. P. Wyman Lumber Company of Bristol will soon begin the construction of a logging road in Lee county, Virginia, preparatory to the immediate installation of a new mill. The company acquired a boundary of timber in Lee county last year.

Several owners of mountain lands in this section, who have contracted with the federal government for the sale of their lands for the Appalachian Forest Reserve, are now anxious to have the contracts cancelled because of what they consider unreasonable delay in the payment by the government for the lands. As yet very few of the landowners whose property has been accepted have received any part of the consideration. They not only lose the interest but are compelled to keep up the state and county taxes.

LOUISVILLE

J. O. Stewart of the Stewart Lumber Company, New York, was in Louisville recently, and talked encouragingly of conditions in that section, which he said are improving.

John Smith, the Jackson, Tenn., hardwood manufacturer who was in this market a few weeks ago is optimistic regarding business. Railroad trade especially, he said, is looking better to him.

T. Scott Morton of the Churchill Milton Lumber Company has returned from a trip to Louisiana, where the mill of the company is located. He visited New Orleans, Memphis and other southern points while he was away.

The new log grading rules of the Southern Loggers' Association have been up for discussion regularly at meetings of the Louisville Hardwood Club and the general sentiment is very favorable to them. The chances are that they will be formally adopted with possibly a few slight changes to meet local conditions, by the club in the near future.

The Parkland Sawmill Company has been formed by Olaf Anderson of the Louisville Planing Mill Company; Charles Talbot, log buyer for the North Vernon Lumber Company, and Roscoe Willett of the Willett Lumber Company, and has leased the sawmill of the Anderson Veneer and Sawmill Company, which is owned by Mr. Anderson. The mill will be put in operation about April 1. Mr. Talbot will run the mill and Mr. Willett, who has been gradually working into the hardwood business for some time, will handle the selling end.

Hardwood men have spoken with great satisfaction of the agreement which has been made by the National Hardwood Lumber Association with the Federation of Furniture and Fixture Manufacturers whereby the 1913 rules of the former will be accepted by the members of the latter pending the working out of the grading question by means of test inspections. The arrangement, it is figured, will benefit everybody, and will enable the whole proposition to be threshed out on a business basis.

Sawmill men and timber buyers operating in southern Indiana, in the vicinity of Louisville, are fighting the effort of the Southern Railway to collect rental for the use of its right of way for storing logs and lumber prior to shipment. The railroad, it is said, is trying to discourage the practice of holding the material for an indefinite period, and to require immediate movement of the stock.

The problem raised by the institution of the seven and one-half per cent war tax by the Canadian government is being met by hardwood concerns that ship into that territory by invoicing all lumber f. o. b. shipping point. The customer pays the duty, and as the tax is based on the invoice value of the lumber, this is made net, instead of including freight to point of destination.

The Louisville Hardwood Club is planning to have a series of talks on salesmanship in the near future. Frank Cassell, sales manager of the Belknap Hardware and Manufacturing Company, the largest commercial house in Louisville, has been invited to make an address some time this month.

Following the action of creditors who filed suit for a receivership at Mt. Sterling, Ky., against the Roper Reese Lumber Company of Morgan county, Kentucky, which got into financial difficulties trying to build a railway to connect its operations with the market, a petition in involuntary bankruptcy was filed against it in the federal court at Covington, Ky. W. A. Duncan, a Liberty, Ky., banker, was named receiver, and will act until the bankruptcy petition is passed on. It is said that outside interests are endeavoring to purchase the property in toto, and to settle most of the claims on an equitable basis. The obligations amount to a considerable sum, though the schedule of liabilities has not yet been filed.

The John Wacker Cooperage Company at Paducah, Ky., which recently went into bankruptcy, has been reorganized, and will resume operations.

The inactive condition of the whisky market has resulted in the cooperage situation being very quiet. This probably means that timber which would ordinarily be worked into staves will be made into crossties or lumber, or else will be allowed to remain in the tree.

The Mowbray & Robinson Company of Cincinnati has completed and put in operation its big flooring factory at Quicksand, Ky., which is being operated in connection with its sawmill. The flooring business is one of the

largest in the South. The students [illegible] will visit this and other big [illegible] May and part to conduct [illegible]

LITTLE ROCK

The Commercial Hardwood Lumber Company of Parkdale, Crittenden county, Ark., on February 26 [illegible] incorporation with the secretary of state of Arkansas. The [illegible] $70,000 and the incorporators are John Schoen, Edward C. Schoen, William C. Schoen, and John C. Rogers.

The Allen Lumber and Box Company is the name of the new Nashville, Ark., concern organized recently by J. H. Allen and W. J. Lockwood, formerly of Pine Bluff, and incorporated under the laws of the state with a capital stock of $120,000. The company acquired the holdings of the Grayson-Nashville Lumber Company [illegible], including 16,000 acres of timberlands in Hempstead, Little River and Sevier counties, on which are said to stand 70,000,000 feet of white oak and hickory timber. A new mill is being erected at Nashville to manufacture this timber, the site of the new plant being in the eastern part of the town of Nashville. When completed the mill will have an annual pay roll of about $90,000.

The Pine Lumber and Box Company was incorporated under the laws of the state on February 25, with a capital stock of $25,000. Edgar Brewster, F. A. Brewster, T. W. Brewster and A. Brewster, Jr., are the incorporators. Edgar Brewster, who is at the head of the new concern which has acquired control of the old Triangle Lumber Company's plant and holdings at Clio, Ark., says that the plant which is being erected in Pine Bluff will be completed and ready to begin operations in a short time. When completed and running at full time the plant will employ about fifty men.

The Poinsett Lumber and Manufacturing Company, which is owned by the Singer Sewing Machine Company, has its surveyors at work seeking the best route across Crowley's Ridge for its tramroad to connect Truman, Ark., with the Iron Mountain railroad at Harrisburg. The Poinsett company has large mills and veneer factories at Truman, and its present logging road extends to within eight miles of Harrisburg. At present the company has only one outlet for Gulf coast shipments over the Frisco from Truman [illegible] the new tramroad extension will enable the company to ship some of its products to the Gulf coast directly over the Iron Mountain from Harrisburg. When the road is completed a daily passenger train will be operated over it between Truman and Harrisburg, which accommodation will be welcomed by the farmers along the line as well as the residents of the two towns. It is expected also that the company will erect large drying yards at Harrisburg for use in stacking material that is to be sun-dried. There is also some talk of the company's establishing general offices at Harrisburg.

MILWAUKEE

The Anderson & Lillie Lumber Company has been incorporated at Warsaw with a capital stock of $25,000 by I. L. and J. C. Anderson, W. R. and Ruby Lillie, and N. W. Sweet.

The Rockwell Manufacturing Company of Milwaukee is installing about $50,000 worth of new equipment, practically all motor-driven. Most of the equipment purchased was manufactured in Milwaukee.

The Fish Lumber Company of Elcho has five camps of its own in operation, while five jobbers' camps are also logging for the concern. It is expected that the season's cut will exceed 20,000,000 feet.

The Roddis Lumber and Veneer Company of Marshfield is busy filling a large order which it received recently for equipping the new William Penn hotel of Pittsburg with 3,240 birch doors and 952 transoms. It will require ten cars to transport the stock.

Dennis Druley and J. L. Thorington are in Shawano preparing to open a new hoop plant in that city. Black ash will be used and a stock of this wood is now being secured.

The plant of the Park Falls Lumber Company of Park Falls is being thoroughly overhauled and will be put in operation about April 1. A new electric trolley system has been installed in the yards, a new 750-horse-power turbine has been placed in power department of the planing mill and will generate electric power to operate the machinery in the lath mill, box factory and other branches of the plant. About fifty electric motors will be installed in the by-products branches of the plant.

The John Strange Pail Company of Menasha has been incorporated with a capital stock of $40,000 [illegible] John Strange and Hugh Strange.

The Kinzel Lumber Company, which took over the sawmill plant of the H. W. Wright Lumber Company at Merrill some time ago, has completed the work of remodelling the plant and installing new equipment and has placed the mill in operation. The sawmill proper has been fitted with a band mill and two resaws, which will have a capacity of approximately 55,000 feet of lumber daily. It is understood that a new planing mill will be erected this spring. C. J. Kinzel is in active charge, assisted by J. E. Lambert.

Judge Geiger in the United States federal court in Milwaukee has dismissed a temporary injunction obtained by the government to prevent the Holt Lumber Company of Oconto from cutting timber on the land of John Cook, a Pottawattomie Indian. The case in question is the outgrowth of an interesting action started by the government some time ago regarding the status of timber lands held by the Indians. The federal authorities maintain that the lands were only held in trust by the Indians and that they had no right to sell them or dispose of the timber.

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5 Cars 1½″ No. 3 Soft Elm

2 Cars 1″ 1s and 2s Birch

3 Cars 2″ 1s and 2s Hard Maple

10 Cars 5/4″ No. 2 Common and Better Birch

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30M 1x4 No. 2 and 3 common	100M 4/4 No. 1 com. & bet. red
15M 5/4 No. 1 com. and better	5M 5/4 1st and 2nd red
25M 5/4 No. 1 common	10M 5/4 No. 1 common red
10M 5/4 No. 2 common	6M 5/4 No. 1 common plain
20M 5/4 No. 3 common	3M 6/4 1st and 2nd plain
13M 6/4 1st and 2nd	13M 6/4 1st and 2nd red
15M 6/4 No. 1 common	4M 8/4 1st and 2nd plain
15M 6/4 No. 3 common	6M 8/4 1st and 2nd red

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10M 8/4 No. 1 and No. 2 com.

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The land and lumber interests of Wisconsin are strongly opposing a measure introduced in the state legislature aiming to amend the state constitution and allow home rule in taxation, a measure which would allow the legislature at its discretion to permit localities to adopt the single tax. At a recent hearing before the assembly committee on taxation, representatives from many of the leading lumber concerns and organizations of the state appeared in opposition to the bill. O. L. Osborn, Oshkosh, representing the Northern Hemlock and Hardwood Manufacturers' Association; E. L. Ainsworth, Chippewa Falls, representing the Weyerhaeuser interests, and M. A. Hudson, Chicago, representing the Edward Hines Lumber Company, were among those who appeared before the committee.

The Hardwood Market

CHICAGO

There has been a slight return of winter weather locally during the last week or so that has had a certain measure of effect upon building operations in the city, but not enough to cause any noticeable decrease in this work. All evidence seems to presage that the forecasted active building campaign to be carried on this spring is becoming more and more of an assured fact as each week sees further advances in plans for all characters of structures. There are more or less vague threats as to labor difficulties, but it is hardly probable, in view of the extremely rigorous winter that the laboring class has gone through, that there will be any undue activity in this direction. In fact, there seems hardly any chance that there will be any other result than that all classes will work together to stimulate the interest in building construction. The comparatively lower level of building materials and of labor as well, even though the city operates on a union scale, has unquestionably had some little effect in hastening the beginning of operations, which might otherwise have been held off.

There are some pretty definite reports of substantial sales of hardwoods in the city, and sales aggregating large quantities have been made at considerably advanced figures. There is no reason for doubting the truth of the majority of these reports granting which, the predicted stiffening in markets for hardwood lumber, especially for oak, seems to have begun to materialize. Considering the extremely broken condition of yard and factory stocks throughout the city, there is surely no reason why the tendency of hardwood values should not be upward. It is a reasonably safe belief that those wholesalers who are counting upon filling orders for quantities of stock in the open market during the next few months are going to be up against it in a good many cases. The man who has an assured supply of hardwood lumber and will continue to have it, is the man who is going to profit by conditions during the spring.

NEW YORK

The local hardwood market is about the same now as it was a month ago when wholesalers reported a rather fair inquiry and demand for many items. The blue feeling in the trade two weeks ago has been somewhat dissipated and now there is some talk of a cheerful nature. Prices generally have not advanced and some stocks are offered at very low figures.

There has been a real improvement in the demand for mahogany with signs of continued activity. It is said that carload orders are more numerous than for the past half year and prices are about to go up. There are obvious reasons for such advances in view of the situation abroad and the unsettled condition in ocean transportation. Unprecedented prices for mahogany are predicted should the present demand continue for any time.

BUFFALO

A more hopeful tone is expressed at the hardwood yards than for several weeks, and while business is by no means on a satisfactory basis, either as to prices or volume, there is generally a feeling that business is slowly on the mend. Satisfaction is felt at the extent of February business, which in almost every instance is reported as having been on a larger scale than that of January. Where trade fell off in the past month it was usually because there was especial good fortune in finding a larger amount of business in January than had been looked for.

The price situation has become a little better. It is stated that southern mills have been sticking to a higher range of quotations and getting them. A lack of export movement keeps the mills from getting as much for stock as they expect to do a little later on. Tonnage is still scarce and ocean freight rates are high, according to local lumberman interested in the South. Northern hardwoods seem bound to rise within a short time because of the extensive curtailment of production.

Plain oak, maple and chestnut are among the chief woods in demand. The lower grades of chestnut are said to be showing more strength than formerly. A little birch is moving, and ash is doing fairly well. Cypress shows some increased sales.

PHILADELPHIA

Although no marked change has developed in the hardwood situation during the last fortnight, a firmer tone is recognizable, with prices steady and a buoyant optimism as to outlook. The monthly report on building

work is most encouraging, as it promises steady progress in this line from now on. Money for its advancement is apparently more easily procured from the banks and trust companies, and building lumber, supplies and interior finish material will be in a much increased demand. This will mean a large volume of business for the yards which handle this material, and already there is felt a stiffening in certain grades. The increase of building work for which permits have been issued over the total of January shows $1,663,925, the biggest record for new buildings since 1906. The total amount of work in this line applied for in February is $2,574,730, which is $779,825 over February, 1914. This great stride in building work is looked upon as a potent sign of confidence.

The buying of hardwoods is still lacking the desired snap, but the stock situation at the mills is such that it is confidently believed that the first move forward in the buying market will mean the beginning of an upward move in values. This condition is realized by the far-seeing dealers, who are quietly getting in their stuff, which they feel is now at rock bottom prices. In the general business world there are signs of improvement in many lines, and on the whole everything looks as promising as could be expected, considering the various handicaps to a progressive prosperity.

PITTSBURGH

Hardwood men are pleased over the larger volume of business the past few weeks with the automobile and implement concerns. Automobile buyers especially have been more active in the market. There has also been more lumber sold to the big industrial concerns throughout this district which are arranging for extensive improvements this spring. Railroad buying is not much in evidence. The policy of the railroads seems to be to wait, and meanwhile they are buying only as they actually must have the lumber. Yard trade is slow in starting. Many dealers bought a good stock of lumber in December and have not felt the need of purchasing their year's supply as yet. Prices are no higher, and, in fact, are being cut badly in most cases. The window glass situation is very satisfactory, considering general business conditions. The outlook is the best it has been for years in this district.

BOSTON

Reports from the trade indicate relatively satisfactory conditions. No spring boom was expected, but a certain demand is constantly in evidence for current wants. With prices practically stable for the time, contract buying is almost wholly absent, but depleted stocks with the factories and yards call for continuous inquiry and a comparatively good volume of orders largely characterized by quick delivery requirements and mixed contents. Business of this kind occupies about all the field that the dealers have to handle, but there is a noticeable recognition that when the corrective factors get in full swing there will be a certain improvement.

BALTIMORE

The belief is becoming more pronounced among hardwood men that a better feeling exists in the trade. So far the improvement has not caused any actual advance in the quotations, but values have gained in steadiness and the fluctuations between the figures named by different sellers are smaller than they were not long ago. For a time the hardwood men could not say what any kind of lumber would sell for, one man having a certain price and another a figure that made it appear as though he were quoting on something entirely different. A material narrowing of the range has taken place since then, and while more or less pressure to sell still prevails, the trade seems to be getting nearer to the point where something like a standard is being reëstablished. It must be stated, however, that in certain aspects the situation causes disappointment. The hope had been entertained that the railroads and other big consumers would before now have become important factors in the market, but such does not appear to be the case. While the transportation lines have employed a large number of additional men, their needs in the way of hardwoods are as yet very much restricted, and the yards have thus far made no signal efforts to fill out the breaks in their assortments. No one attempts to deny that the yard stocks are by no means as complete as they should be to insure prompt delivery, but the dealers are still disposed to proceed with caution and to adhere closely to current needs. The furniture manufacturers have not up to this time shown any particular freedom in placing orders, and it is much the same with other buyers. On the other hand, some of the hardwood men feel that they have positive reason for being appreciably encouraged, their business showing a decided expansion. Wholesalers must be careful at what prices they buy, but they express themselves as confident that a measure of recovery has taken place, and that the outlook is better. This applies especially to the lower grades of some woods, like poplar and chestnut, which were for a time very quiet, but are being called for in increasing quantities, with the returns more acceptable.

The export situation is still very unsatisfactory, but mainly from the transportation and freight rate standpoints. Foreign buyers show a disposition to meet the figures of the exporters, and orders can be had at fairly attractive prices. The difficulties of making shipment, however, are such that exporters hesitate to book commitments. They encounter trouble in getting stocks to terminals, but far more in having them put aboard of

VENEER

Old Dominion Veneer Co.

Single Ply Rotary Cut
GUM AND POPLAR
Drawer Bottoms Crossbanding
Door Stock
CUT SOUND AND SMOOTH AND DRIED FLAT
WRITE FOR
OUR LIST OF CUT DOWNS AT
BARGAIN PRICES
NORTH EMPORIA, VIRGINIA

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED
Veneers
IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.
Louisville Kentucky

Rotary Cut Veneers
in Gum
in Oak
in Ash
Flat Drawer Bottoms

Band Sawn Hardwood Lumber
All kinds
All grades
All thickness

Made by ourselves
In our own mills

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Memphis Box 1015 **Tennessee**

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington Street
CHICAGO

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AMERICA'S FINEST CABINET WOOD

Consider its good qualities.

It has strength.

Can be brought to a very smooth surface and consequently will take high polish in finishing.

Will not split easily.

Runs strong to wide widths and long lengths.

Is not easily marred or dented.

It can be supplied flat and straight—free of warp and twist.

Has beauty, color, life and character.

Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.

We are the largest producers of Gum in the world.

Have a large and well assorted stock on hand at all times.

Can manufacture special thicknesses on short notice.

We guarantee

QUICK SHIPMENTS
GOOD GRADES
DRY STOCK
GOOD WIDTHS
GOOD LENGTHS
SATISFACTION

Band mills at
HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Write, phone or wire for prices

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington St.
CHICAGO

vessels. These latter are able to get so much other freight that they are wholly indifferent with regard to lumber, and sidetrack it whenever they can. Of course, every day of this state of affairs tends to improve the situation abroad and makes the needs of the foreign buyers more imperative, so that when the embargo is raised a rush of lumber may be expected. But for the present the situation has its embarrassments, leaving the shippers in a rather helpless position.

COLUMBUS

The hardwood trade in Columbus and central Ohio has been fairly active during the past fortnight, when the unsettled business conditions are taken into consideration. Demand is best among the retailers, as purchasing agents for manufacturing establishments are going a little slow in placing orders. The tone of the market is fair and future prospects are not considered bad.

One of the best features of the trade is the rather bright prospects for building in the spring. Architects and contractors have been busy preparing plans and specifications and the indications are good for a considerable amount of building. This will take the form of dwellings, apartments and business blocks. In addition quite a few public buildings will be constructed. Building will probably be active, not only in Columbus but in the smaller cities and towns in the central part of the state.

Factories engaged in making vehicles and implements are the best customers. Concerns making furniture are also buying in small quantities, but they are loath to increase their stocks under the circumstances. Prices generally are steady at the levels which have prevailed for some time. Some cutting is reported and this is having its effect on the stability of the market.

Shipments are coming out steadily all along the line. Dry stocks in the hands of mill owners are increasing. Dealers' stocks are generally small, but they are still following the policy of buying only what they need for the present. Collections are bad all along the line. Quartered and plain oak are both rather strong and the volume of business is considerable. Poplar is rather slow, but prices are still steady. Chestnut is one of the strongest points in the market. Ash is rather slow, but basswood is in fair demand. Other hardwoods are unchanged.

CINCINNATI

Improved conditions were reflected in no slight degree upon the hardwood industry in Cincinnati during the past week. The consensus of opinion is that the situation has undergone a marked improvement and the more optimistic dealers predict a steady resumption of business from now on until normal again has been reached. A few assert that the market has regained its former strength, the factory trade having picked up steadily during the past month, showing a gain of thirty-five per cent in four weeks. Since the first of the year the market has bettered itself thirty per cent. Unseasonably fine weather has had much to do with this sudden regaining of strength. A few students of the market are inclined toward a more pessimistic view that a sudden turn of winter weather, which is always to be expected during March and early April, will send the market down to its former stagnation of a few weeks ago. This view, however, happily is not shared by many of the leading hardwood men in the Queen City.

There is some little inquiry which tends to give a line on building prospects, although the season still is too early to form any definite conclusion in this respect. But, judging from early indication, an unusually brisk movement in the building line is sure to come within a few weeks.

Furniture requirements are increasing in an appreciably steady manner.

Prices are apparently ruling as high as ever, showing little tendency toward slumping, millmen in general not holding out stock against a possible further rise, although the stocks on hand are not large. In fact this latter situation appears to be the most troublesome one which confronts the hardwood men. Orders are increasing on hurry jobs, a number of the large concerns being hard pressed to insure deliveries on telegraph and local telephone orders. Few are carrying large supplies and the stock back of the factories is very light.

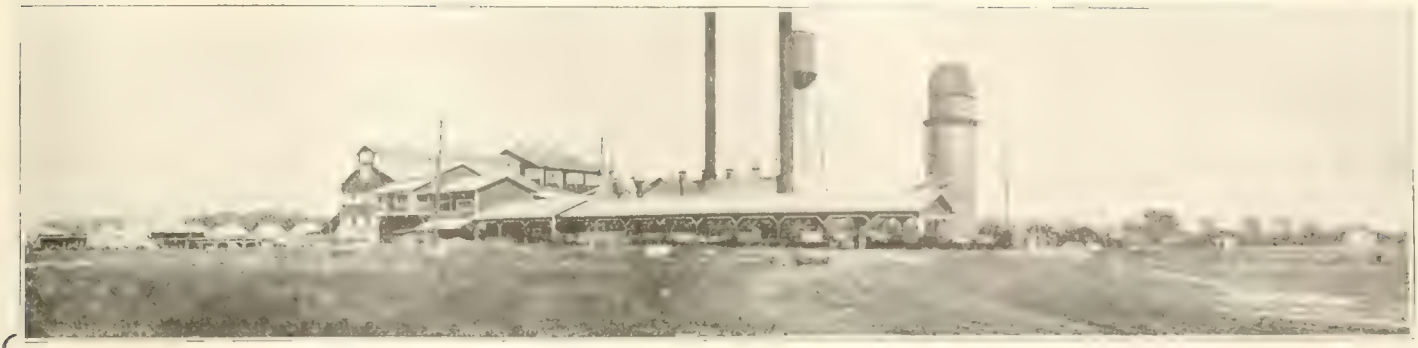
The demand for crating lumber is fair, considering the season which is early for this line, while there is considerable inquiry for ceiling and siding for the May and June trade. The heaviest local demand is centering upon maple and basswood, although chestnut, oak, poplar and ash hold up fairly well.

The big early business which is expected to lift the business situation entirely out of its lethargy will no doubt come from the railroads, from which heavy inquiries are coming daily. It is predicted that improvements will be carried on by the larger trunk lines to a greater extent this year than for many seasons back.

On the whole, the situation is much improved; this fact cannot be gainsaid, although there are still complaints to be heard from some millmen. The automobile industry has opened up considerably and these manufacturers are buying much lumber, both for body work and wheels.

TOLEDO

The prospects for a good call from the building trades before long are bright. The factory demand is fair at present. The lumber business generally, however, is not showing much activity and seems to be largely



GENERAL VIEW OF MAIN SAWMILL PLANT
Equipment two bands and four resaws. Daily ten hour capacity, 150,000 feet.

LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." **Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay**

STOCK LIST—Dry Lumber on Hand March 1st, 1915

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	7/4"
1st & 2nd Qtd. Wh. Oak, 6" & Up	63,000	93,000	95,000	25,000	100,000		6,000	12,000			
No. 1 Com. Qtd. Wh. Oak, 4" & Up	54,000	83,000	16,000	.	40,000	28,000	2,000	3,000			
No. 2 Com. Qtd. Wh. Oak, 3" & Up ...	33,000	4,000	6,000		15,000	2,000					
No. 1 Com. Q. W. O. Strips, 2½ 5½"			..	.	45,000						
1st & 2nd Pl. Wh. Oak, 6" & Up	265,000	86,000	83,000	58,000	56,000	2,000	27,000				10,000
No. 1 Com. Pl. Wh. Oak, 4" & Up	329,000	95,000	77,000	95,000	350,000	51,000	43,000	10,000			14,000
No. 2 Com. Pl. Wh. Oak, 3" & Up	140,000	46,000	98,000	69,000	209,000	35,000	17,000				
No. 3 Com. Pl. Wh. Oak, 3" & Up		23,000	18,000	18,000	27,000		.				
1st & 2nd Pl. Red Oak, 6" & Up	1,000	13,000		52,000	19,000	2,000		19,000			
No. 1 Com. Pl. Red Oak, 4" & Up	11,000	10,000	33,000	56,000	65,000	34,000	64,000	16,000			
No. 2 Com. Pl. Red Oak, 3" & Up..	2,000			2,000	136,000	20,000	3,000	12,000			
No. 3 Com. Pl. Red Oak.	.				150,000		..				
Oak Core Stock, Red & Wh. Oak			.	.	300,000		..				
1st & 2nd Red Gum, 6" & Up	300,000	525,000	95,000	125,000	18,000	92,000	119,000	17,000	7,000		5,000
No. 1 Com. Red Gum, 4" & Up	..197,000	144,000	229,000	494,000	150,000	308,000				3,000	
1st & 2nd Red Gum, Qtd., 3" & Up				..	5,000		6,000	27,000			
1st & 2nd Sap Gum, 6" & Up	24,000	20,000	78,000	15,000	36,000	32,000	27,000	24,000	11,000	10,000	
1st & 2nd Sap Gum, 12" & Up				..	59,000	.					
Sap Gum Box Bds, 13 17" & Up				.	30,000						
No. 1 Com. Sap Gum, 4" & Up	29,000		123,000	243,000	435,000	354,000	40,000	13,000			
No. 2 Com. Sap Gum, 3" & Up	289,000		354,000	50,000	347,000	110,000	120,000	23,000			
No. 3 Com. Sap Gum, 3" & Up					795,000	57,000	34,000				
Clr. Sap Gum Strips, 2½ 5½"					25,000						
No. 3 & No. 4 Com. Ash					55,000						
No. 1 & No. 2 Com. Cypress					222,000						
No. 1 & No. 2 Com. Cypress					..		30,000				
No. 1 & No. 2 Com. Cypress					.		.	8,000			
Log Run Cypress, 20-30-25-25%					733,000						
No. 2 Com. Elm					25,000						
Log Run Elm, 30-50-20%					48,000						
Com. & Better Tupelo					28,000						
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The item of Oak Core Stock is a special grade which we make suitable for veneering over. We have facilities for Properties for grading Gum and stock run through this machine is absolutely bright. We specialize in Gum [illegible] Bridge Planks. We also have facilities for dressing one or two sides.

VIEW OF MILL SKIDWAY WITH PART OF LOGS STORED IN BACKGROUND. WE HAVE [illegible] OF LAND IN HARDWOOD LOGS STORED ON OUR MILL YARD.

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Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.

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WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Avenue Building, NEW YORK

An Increasing **Population**

An Increasing **Demand**

A Decreasing **Supply**

Emphasize current timber investment opportunities.

In a few years buyers will look back at the "good old days of 1915," when good timber could have been picked up at bargain prices. This is 1915.

Buy now and forestall future regrets.

We offer bargains in northern hemlock and hardwoods; southern hardwoods and southern pine, western pine, fir, spruce and cedar—also British Columbia timber.

Find out what they are and where they are.

James D. Lacey & Co.

Timber Land Factors

CHICAGO, ILL.....1750 McCormick Bldg.
PORTLAND, ORE....1313 Northwestern Bank Bldg.
SEATTLE, WASH.....1009 White Bldg.

a waiting market. There is some demand for hardwood crating and boxing materials. Lumber dealers generally are quite optimistic and are confident that there will be a good demand later on. Money in Toledo has been looser and the manufacturing plants seem to have been in better shape than in most cities. Building records show as much or more building than was going on at this time last year. Prices are being regulated more or less by the law of supply and demand. Yards have a fair supply of stocks on hand and are not inclined to buy for future use.

INDIANAPOLIS

Hardwood lumbermen are receiving a number of inquiries, but actual buying has not improved much. There is some business, but it is far below normal. Any improvement in the hardwood trade, it is said, will come very gradually. Consumers of hardwoods are buying very cautiously and largely to meet immediate needs. It is thought the opening of the building season may develop a little more business.

Vehicle factories are having a little more business on account of orders for war equipment, but other hardwood using concerns are increasing their activities slowly. There has been no material change in hardwood prices during the past two weeks.

NASHVILLE

Hardwood dealers of this city report that business continues of light volume, though some of the companies report gradual improvement. No material change is noted in the tone of prices. Several manufacturing plants in middle Tennessee have resumed operation the past two weeks, and altogether the signs are getting better. The local trade is quiet, but dealers are looking for more activity when weather becomes more favorable for outside operations. Inquiries are reported from both England and Germany in this territory. It is thought that considerably more business will be transacted with England in the South on account of that country being cut off from the Baltic supplies.

LOUISVILLE

Some improvement in hardwood conditions can be seen, even though the situation is not so good as some of the optimists had hoped it would be at this time. The furniture business is still dull, but ought to be considerably stimulated by the regular spring trade, and the crop of June brides will doubtless be as large as usual, which will help the retail and hence the manufacturing situation. Building has not yet opened up, but promises big, and 1915 may make up for the poor results in this field during most of last year. The railroads are buying again in fairly large volume, and this is in contrast with the situation heretofore. Manufacturers of store fixtures are finding business good, and demand from the East for material to be used in this character of work has been opening up considerably of late. The movement of lumber is undoubtedly larger than it has been until recently, and prices are expected to respond to this condition, though most staple items are still selling at unsatisfactory figures. There is a shortage of a good many kinds of lumber, and advances are being put into effect on these, including thick stock in walnut, oak, and ash.

MILWAUKEE

Judging from the amount of new building which is being launched in Milwaukee there ought to be plenty of activity in the lumber trade in the near future. Figures prepared by the building inspector show that 124 permits were issued during the month of February for buildings to cost $409,056, as compared with 75 permits and an investment of $203,649 during the month of January. During February, 1914, there were 128 permits granted for structures to cost $577,148. Building Inspector Harper says that many large building projects have been carried over from last fall and that unless something unforeseen happens, there ought to be a record amount of building carried on in Milwaukee this season.

Trade in the hardwood market seems to be picking up gradually. Some wholesalers complain that business is quiet, while there are others who report some exceptionally fine orders. Dealers about the state seem to be carrying rather light stocks, but most of the retailers are inclined to buy rather carefully as yet. The local factory trade continues to show improvement. Stocks on hand at the sash and door and general interior finishing plants are light and the time is not far off when these concerns will have to begin buying more freely if they intend to be in readiness for the coming spring trade. The furniture manufacturing concerns are taking a little more interest in the hardwood market. The implement manufacturers in this city and about the state are buying fairly well, as most of these concerns are looking forward to a busy season.

The recent snow all over Wisconsin has dispelled all fear that the logging season might be brought to an early close. Hauling and skidding is going on at a good rate and logs are being rushed to the mills. Manufacturers say that the cut will be much larger than had been planned on earlier in the season.

Northern hardwoods are holding firm, as stocks in some lines, particularly in birch, are getting low and will probably be unequal to requirements when once the spring trade gets under way. There is some movement of low-grade hardwood.

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For right hand mill. Must be familiar with the sawing of hardwood [illegible]
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A HARDWOOD LUMBER SALESMAN

Wanted to solicit orders in Chicago and vicinity. One who can sell goods with a reputation and value. This position is open to a salesman only unless you have something to show in the selling line do not apply. Experience or connection or both will keep pace with the results obtained.
Address "BOX 32" care HARDWOOD RECORD.

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TIMBER FOR SALE

75,000,000 feet White and Red Oak stumpage in northeastern Texas. Low price and easy terms. For information write,
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FOR SALE—WHITE MAPLE LUMBER.

14,000 ft. 4/4 highest grade 1sts & 2nds.
16,000 ft. 6/4 highest grade 1sts & 2nds.
15,000 ft. 8/4 highest grade 1sts & 2nds.
All White—End Cured—Kiln Dried.
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Connersville, Ind.

FOR SALE

Select northern Indiana white oak.
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40,000 ft. No. 2 Com. 4/4 plain sawed.
THE VAIL COOPERAGE CO., Fort Wayne, Ind.

FOR SALE

700,000 ft. Oak, Ash, Birch, Maple, Basswood, Cypress, Hemlock, Yellow Pine, Western Spruce, to be sold now at bankrupt sale. Ask for detailed list. UNITED REFRIGERATOR & ICE MACHINE CO., Kenosha, Wis. J. D. Rowland, Trustee.

[illegible] cars 5-4 common and FAS Sap Gum.
1 car 6/4 No. 2 and better Elm.
GABEL LUMBER CO., Grays, Ark.

LUMBER WANTED

WANTED—POPLAR LUMBER.

Will buy anywhere from 1 to 50 cars 1" log run or No. 1 and No. 2 common Poplar.
THE HAY LUMBER CO.,
Ivorydale, Cincinnati, O.

WANTED—TIE SIDING

What have you to offer with best prices?
Address "BOX 51" care HARDWOOD RECORD.

CLEAR OAK AND HICKORY

Will [illegible] wide schedule of sizes. Write us today if you want some future orders.
Address "BOX 70" care HARDWOOD RECORD.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."
HARDWOOD RECORD, Ellsworth Bldg.,
Chicago

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Piqua, Ohio.

LOGS FOR SALE

FOR SALE

300 M' Black Walnut 10" and up, 150 M' tough gray Ash 10" and up. Address
"WALNUT LOGS," L. B. 115, Villa Grove, Ill.

DIMENSION STOCK WANTED

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.
D. K. JEFFRIS CO.,
Pullman Bldg., Chicago, Ill.

WANTED

Hard Maple and Beech Squares 42", 44", 48" long, plump 1" x 1". Must be clear and straight. If you have any to offer write us. Will take them dry or green.
THE COLUMBIA MFG. CO.,
New Philadelphia, Ohio.

DIMENSION STOCK FOR SALE

WE WILL HAVE FOR DELIVERY

this spring from 60 M to 100 M ft. 1⅝" Beech, Birch and Maple squares in lengths from 60" down.

Also for immediate delivery 10 M ft. 50% each 1x3x48 and 1¼x2x48 clear Hard Maple staves, thoroughly dry and bundled for export.
MOOSE RIVER LBR. CO., Thomson, N. Y.

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OAK, GUM, POPLAR, PINE

and other timberlands. All southern states; small and large tracts. See if I cannot supply your needs. Want to buy or sell lumber yards, write me. W. W. MARMADUKE,
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ONE OF THE BEST 2,000 ACRE

Tracts hardwood timberland in the state, 3½ to 6 miles railroad. Also smaller tracts 440 to 600 acres. P. O. BOX 561, Little Rock, Ark.

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FOR SALE

1 No. 5 Battle Creek Drag Saw.
1 5 ft. Kiln Fan with engine attached.
1 Wood electric light outfit complete.
1 12x20 engine.
1 Deep well pump.
THE VAIL COOPERAGE CO., Ft. Wayne, Ind.

FOR SALE

Having discontinued operating our Sawmill and Factory, we offer the machinery, including belting, etc., for sale cheap. Write for complete list and prices. WISCONSIN TIMBER & LAND CO., Mattoon, Wisconsin.

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FOR SALE—BOX FACTORY.

Complete and in running order. Equipped for manufacturing baskets, boxes, crates and veneers; now in operation; located in one of the largest Southern cities, in heart of long and Short Leaf Pine and Red Gum timber belt, with annual local trade of about $50,000. Splendid opportunity for the right man. Will sell all or half interest to party capable of taking active management of the plant. Address "SALE," care HARDWOOD RECORD.

INTERIOR TRIM PLANT FOR SALE.

For quick sale, the best factory in the South for manufacture of furniture or interior trim. Special advantages in rates, taxes, labor, raw material, both yellow pine and hardwoods. Plant is new, fireproof and insurance rate is 66 cents per $100.00. Sale price is less than half the cost. Write for particulars and photographs.

J. P. MULHERIN, TRUSTEE, Augusta, Ga.

FOR SALE

Modern Band Sawmill, Veneer Mills and Dimension department. First-class condition. Best location for southern hardwoods. Plenty of timber, with river and rail connection; good organization and trade established. Always made money, enabling owners to retire. Now is the time—you will never have a better chance. Plant has never closed down and is now running. If interested, write to "BOX 29," care HARDWOOD RECORD.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

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are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Leg Hammers.

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Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland Sixth City

Secure Better Prices

at less selling cost by reaching more customers. Hardwood Record puts you before them All Twice a Month

ASK US ABOUT IT

GIBSON TALLY BOOK

This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.

PRICE LIST

Aluminum Tally Covers, each - - $
Aluminum Tally Covers, per dozen - - -
Patented triplicate Tally Tickets (stock form)
per 1,000
Single sheet manila (stock form) Tally Tickets
per $ 000

Specimen forms of Tally Tickets sent on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

Advertising Yellow Strand Powersteel

has not been the cause of its wide-spread popularity among hardwood lumbermen. They prefer this excellent wire rope because of its wonderful strength and elasticity. It gives maximum service at minimum cost.

Yellow Strand Powersteel is made of specially drawn steel wire. This wire has a tested tensile strength of 240,000 to 260,000 pounds to the square inch. It will satisfactorily withstand the severest strains to which logging lines are submitted.

We believe Yellow Strand Powersteel is the best and most economical of all logging lines. Hundreds of voluntary letters from prominent lumbermen in all parts of the U. S. confirm that belief.

We made it good—its friends made it famous

Why don't you economize by using Yellow Strand Powersteel? Write for copy of catalog No. 50

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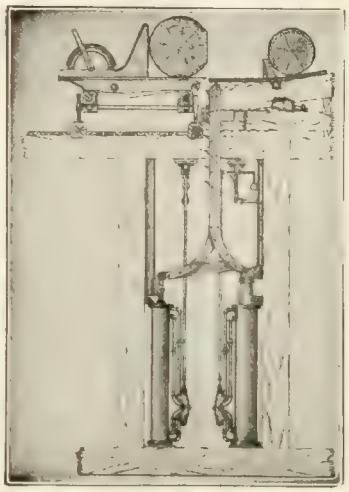
KALAMAZOO, MICHIGAN

Manufacturers of Saw Mill Machinery

"The line that is imitated"



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STATIONARY TYPE WITH IMPROVED CENTER VALVES AND SPECIAL PATTERN TOOTH BAR

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

No Splitting Nor Checking

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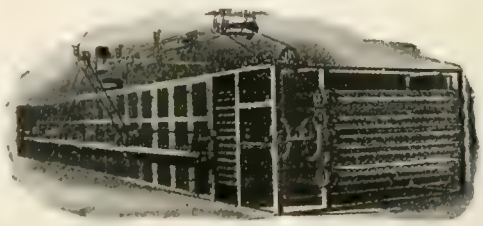

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WRITES ONE ADVERTISER

This Means That He Is Getting

NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

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Baldwin Loggers

are built for SERVICE, and they will SERVE YOU WELL

The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

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Dry Kiln Trucks

that are cheaply made are dear at any price. To stand up under the constant strain of rough handling, a truck has to be first correctly designed and then **built to last.**

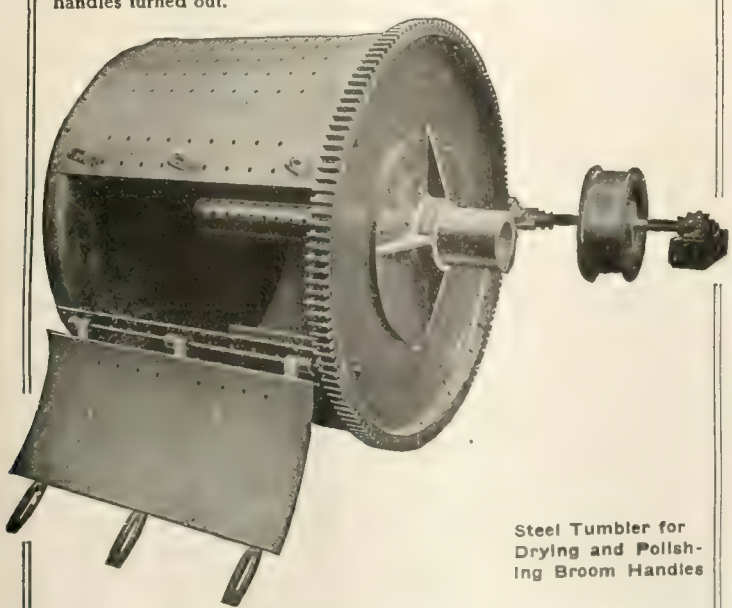
STANDARD Trucks

are the easiest running and longest-lasting that money can buy. Yet they **don't cost any more** than inferior trucks.

Our Truck Booklet, illustrating styles for all dry kiln purposes, will be sent with prices for the asking. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.

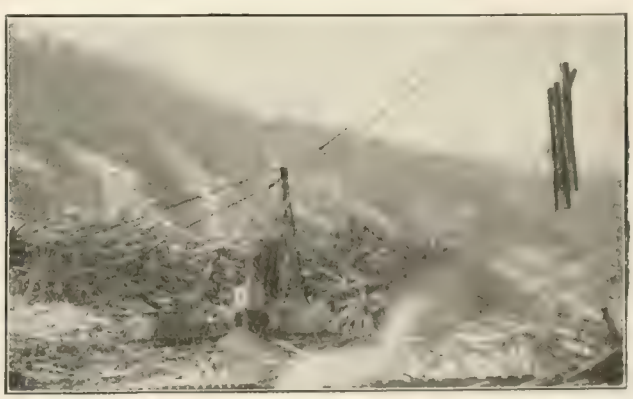
Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY
Complete Line of Broom Handle Machinery
CADILLAC, MICH.



RELAYING LOGS 3600 FEET

OVER TWO SPANS

LIDGERWOOD OVERHEAD RELAY SKIDDER

Skids logs over intervening ridges—One continuous operation, from one setting—Saves railroad building

Write for Particulars

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VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

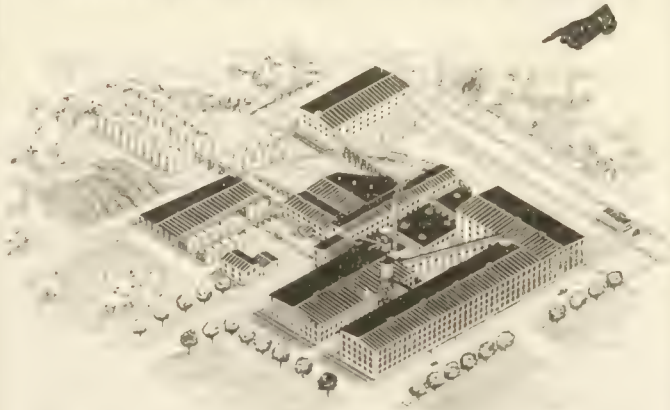
We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Gentlemen—Our Plant



But what's inside of those walls is what really counts. Everything to provide for service. And the quality idea is instilled in all our force, from the highest to the lowest.

Wisconsin Seating Co.

Auto Dashes Tops and Panels Chair Backs and Seats
NEW LONDON, WISCONSIN

MAKERS OF TIME PROOF PANELS

WISCONSIN VENEER CO.

Rhinelander, Wisconsin

Birch Ash Elm Basswood

Rotary-Cut Veneer
Built Up Panels

BASSWOOD DRAWER BOTTOMS

Sliced Quartered Oak

Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

OUR
BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES WISCONSIN

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

BIRCH

4-4 and thicker, No. 1 Common and Better
also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

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Manufacturers of Hardwoods PHILLIPS, WIS.

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

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Milwaukee Wisconsin

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

A Complete Stock

EVERYTHING IN
NORTHERN HARDWOOD

Send Us Your Inquiries

R. CONNOR CO., Marshfield, Wis.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

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MICHIGAN

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"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

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I. Stephenson Co., Trustees - WELLS, MICHIGAN

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

100M 4/4 End Dried White Maple
10M 5/4 End Dried White Maple
19M 6/4 End Dried White Maple
21M 6/4 No. 1 Common and Better Hard Maple
50M 12/4 No. 1 Common and Better Hard Maple
30M 16/4 No. 1 Common and Better Hard Maple
25M 4/4 White Pine Crating Lumber
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FULL THICKNESS BAND SAWN QUICK SHIPMENT

"Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 8/4 No. 2 Com. & Better Maple.
30 M ft. of 12/4 No. 2 Com & Better Maple.
50 M ft. of 8/4 No. 3 Common Maple
100 M ft. of 12/4 No. 3 Common Maple.
100 M ft. of 6/4 No. 2 Common & Better Birch.
100 M ft. of 5/4 No. 2 and No. 2 Common & Better Birch.
15 M ft. of 10/4 No. 1 & No. 2 Common Birch.
15 M ft. of 12/4 No. 1 & No. 2 Common Birch.
100 M ft. of 8/4 No. 2 Common & Better Rock Elm.
50 M ft. of 6/4 No. 2 Common & Better Rock Elm.
100 M ft. of 6 ft. No. 3 Maple.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and better Soft Maple.
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
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100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

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Lumber Dried As Never Before

SEE THE DIFFERENCE

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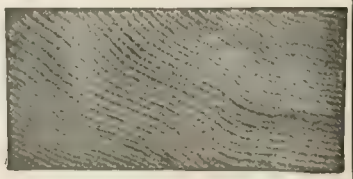

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Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

YEAGER LUMBER COMPANY, Inc.
SPECIALTIES:
Oak, Ash and Poplar
932 ELK STREET

T. SULLIVAN & CO.
HARDWOODS
Specialty - Brown Ash
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Standard Hardwood Lumber Co.
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HARDWOODS OF ALL KINDS
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HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
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The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure.
The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

BOTH NORTHERN and SOUTHERN OAK

HARDWOOD LUMBER and ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured

HARDWOOD LUMBER

from 3/8" thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

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ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

¶ It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

PLAIN WHITE OAK

100,000 4/4 1s & 2s
180,000 4/4 No. 1 Common
30,000 5/4 1s & 2s
60,000 5/4 No. 1 Common
30,000 6/4 No. 1 Common

QUARTERED WHITE OAK

20,000 5/4 No. 1 Common
20,000 6/4 No. 1 Common

MIXED OAK

100,000 4/4 No. 3 Sound

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

What Veneer and Panel Consumers Will Use in 1915

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1915 requirements.

The information contained is all first hand and **guaranteed to be authentic.** It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

Hardwood Record

Twentieth Year.
Semi-Monthly.

CHICAGO, MARCH 25, 1915

Subscription $2.
Single Copies, 10 Cents.

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1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

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4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*

PENROD
Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD, JURDEN & McCOWEN

Manufacturers of

HARDWOOD LUMBER AND VENEERS

Announce the Opening of
GENERAL OFFICES in
MEMPHIS, TENN.

Veneer Mills.
HELENA, ARK.

Band Mills.
BRASFIELD, ARK.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

No. 2 Common and Better Elm

We offer subject prior sale one-inch Cadillac Gray Elm in the following combinations of grades: (2115)

No. 2 Com.	No. 1 Com.	1's & 2's	Prices
40%	40%	20%	@ $26.00
45%	40%	15%	@ 25.00
50%	40%	10%	@ 24.00
60%	30%	10%	@ 22.50

These prices are for f. o. b. Cadillac. Our usual terms of sale. Would like prompt or early shipment.

COBBS & MITCHELL, Inc.
SALES DEPARTMENT
CADILLAC MICHIGAN

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.
CADILLAC, MICH.
SALES DEPARTMENT

ARE YOU USING FIGURED RED GUM?

The Cabinet Wood "De Luxe"

On account of its beautiful figure and color, extreme soundness, easy working and finishing characteristics, and reasonableness in price, it is being used very extensively for furniture, interior trim, doors and kindred lines.

Figured Red Gum possesses the substantial qualities that make for permanent satisfaction, and has "made good" strictly on its merits.

Why not try out a sample lot? We know that the result will be most satisfactory and pleasing and that Figured Gum will obtain your permanent adoption.

We can supply Sliced Veneers, 1 40" to 1/8" thick; Sawed Veneers, 1 20" to 1/4"; veneered or built-up panel stock, three and five ply, 1/8" to 2 inches thick; and Quartered and Plain Red Gum Lumber.

Write for Booket G-7. Free for the asking.

The Louisville Veneer Mills
Makers of Good Veneers and Panels for a Quarter of a Century
Louisville, Kentucky

"A Word to the Wise" About Walnut

One of the biggest furniture manufacturers in the United States was among the few leaders who did not show American Black Walnut numbers at the January exhibitions. He said he would wait until there was a demand for walnut furniture. This concern has within the past few weeks announced that it will put out a line of American Black Walnut immediately. The demand has arrived! Manufacturers of furniture, interior finish and others, who want to keep abreast of the times, will find it to their advantage to investigate walnut. Meanwhile, note the stocks, ready for immediate shipment, carried by the leaders of the trade:

Penrod Walnut & Veneer Company

Kansas City, Mo.

1ST and 2NDS		NO. 1 COMMON	
[illegible]	20,000-ft.	[illegible]	40,000-ft.
3 4-in.	42,000-ft.	[illegible]	50,000-ft.
4 4-in.	65,000-ft.	4/4-in.	300,000-ft.
[illegible]	15,000-ft.	[illegible]	36,000-ft.
6/4-in.	19,000-ft.	6/4-in.	14,000-ft.
10/4-in.	5,000-ft.	8/4-in.	3,000-ft.
12/4-in.	1,600-ft.	10/4-in.	3,000-ft.

KRAMZER CURED LUMBER
[illegible] Ready for Shipment
THREE MILLION FEET
[illegible] Walnut Log Veneers and
TWO MILLION FEET
of Figured Walnut Log Veneers Ready Cut and Sliced Stock
We Express Black Walnut Veneers on Tuckaway Cut to Size

Sanders & Egbert Company

Goshen, Ind.

1ST and 2NDS		NO. 1 COMMON	
1 2-in.	30,000-ft.	1/2-in.	16,000-ft.
5/8-in.	48,000-ft.	5/8-in.	10,000-ft.
3/4-in.	46,000-ft.	4 4-in.	37,000-ft.
4/4x5 to 9-in.	8,000-ft.	5/4-in.	22,000-ft.
4/4-in. Clear Face.	35,000-ft.	6/4-in.	2,500-ft.
4/4x10-in. and up	2,000-ft.	NO. 2 COMMON	
5/4x5 to 9-in.	5,000-ft.	1 2-in.	3,500-ft.
8/4x10-in. and up..	8,000-ft.	5/8-in.	7,500-ft.
10/4 ft. Log & Better	2,500-ft.	5/4-in.	4,000-ft.
		6/4-in.	1,000-ft.
		8/4-in.	1,000-ft.

East St. Louis Walnut Company

East St. Louis, Ill.

1ST and 2NDS		NO. 1 COMMON	
3 8-in.	50,000-ft.	3 8-in.	50,000-ft.
1/2-in.	105,000-ft.	1 2-in.	27,000-ft.
5/8-in.	160,000-ft.	5 8-in.	25,000-ft.
3/4-in.	117,000-ft.	3/4-in.	135,000-ft.
4/4-in.	80,000-ft.	4/4-in.	165,000-ft.
5/4-in.	25,000-ft.	5/4-in.	45,000-ft.
8/4-in.	9,000-ft.	6/4-in.	35,000-ft.
12/4-in.	12,000-ft.	8/4-in.	3,000-ft.
16/4-in.	1,000-ft.	10/4-in.	3,500-ft.
		12/4-in.	9,000-ft.
		16/4-in.	1,200-ft.

Theodor Francke Erben, G. m. b. H.,

Cincinnati, O.

1ST and 2NDS			
3 8-in.	31,000-ft.	1 2-in.	69,500-ft.
1/2-in.	170,000-ft.	5 8-in.	14,000-ft.
5/8-in.	187,000-ft.	3 4-in.	63,000-ft.
3/4-in.	125,000-ft.	4/4-in.	102,000-ft.
4/4-in.	78,000-ft.	5/4-in.	14,700-ft.
5/4-in.	5,000-ft.	6/4-in.	36,000-ft.
6/4-in.	20,000-ft.	16 4-in.	1,000-ft.
10 4-in. & 12/4 in.	1,500-ft.	NO. 2 COMMON	
SELECTS		4/4-in.	35,000-ft.
4/4-in.	30,000-ft.	5/4-in.	14,600-ft.
NO. 1 COMMON		6/4-in.	25,000-ft.
3 8-in.	37,600-ft.	10/4-in.	700-ft.
		12/4-in.	1,600-ft.
		16/4-in.	1,300-ft.

Geo. W. Hartzell

Piqua, O.

1ST and 2NDS		NO. 1 COMMON	
3/4-in.	21,000-ft.	5/8-in.	37,000-ft.
4/4-in.	17,000-ft.	3/4-in.	11,500-ft.
5/4-in.	23,000-ft.	4/4-in.	27,000-ft.
6/4-in.	11,000-ft.	5/4-in.	28,000-ft.
8/4-in.	27,000-ft.	6/4-in.	13,000-ft.
9/4-in.	27,000-ft.	8/4-in.	35,000-ft.
10/4-in.	16,000-ft.	10/4-in.	6,000-ft.
12/4-in.	3,000-ft.	12/4-in.	2,000-ft.
16/4-in.	1,500-ft.	16/4-in.	1,000-ft.

4/4-in. Clear Face, 6-in. and up wide..... 33,000-ft.
4/4-in. to 16/4-in. No. 2 Common..... 40,000-ft.
Special Heavy Plank, 4-in. to 6-in. Thick..... 5,000-ft.

VENEERS

Our assortment of long figured wood, figured butts and long figured wood, ready for immediate shipment

H. A. McCowen & Co.

Louisville, Ky.

1ST and 2NDS		NO. 1 COMMON	
4 4-in.	220,000-ft.	4/4-in.	200,000-ft.
5/4-in.	50,000-ft.	5/4-in.	100,000-ft.
6/4-in.	10,000-ft.	6/4-in.	40,000-ft.
8/4-in.	8,000-ft.	8/4-in.	30,000-ft.
10/4-in.	5,000-ft.	10/4-in.	10,000-ft.
12/4-in.	15,000-ft.	12/4-in.	10,000-ft.
16/4-in.	7,000-ft.	16/4-in.	4,000-ft.

All Thicknesses in No. 2 Common

Pickrel Walnut Company

St. Louis, Mo.

1ST and 2NDS		NO. 1 COMMON	
3/4-in.	25,000-ft.	3/4-in.	40,000-ft.
4/4-in.	32,000-ft.	4 4-in.	52,000-ft.
5/4-in.	8,000-ft.	5/4-in.	12,000-ft.
6/4-in.	12,000-ft.	6/4-in.	14,000-ft.
		8/4-in.	8,000-ft.

Any Quantity Any Thickness No. 2 Common
Rohanized Dry Lumber Always in Stock

VENEERS

Any Quantity. Both in Long Wood and Butts

Frank Purcell

Kansas City, Mo.

PRIME WALNUT LOGS FOR EXPORT

FIGURED WALNUT LOGS
FIGURED WALNUT BUTTS

Long-Knight Lumber Company

Indianapolis, Ind.

1ST and 2NDS			
4 4-in.	20,350-ft.	6 4-in.	960-ft.
8 4-in.	770-ft.	8/4-in.	1,200-ft.
NO. 1 COMMON		NO. 2 COMMON	
4 4-in.	64,015-ft.	4/4-in.	43,000-ft.
5 4-in.	2,030-ft.	5/4-in.	9,700-ft.
		6/4-in.	3,000-ft.
		8/4-in.	8,300-ft.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

Clarence Boyle, Inc., 312 Portland Block Chicago
WHOLESALE LUMBER
Always in the market for OAK, GUM and POPLAR

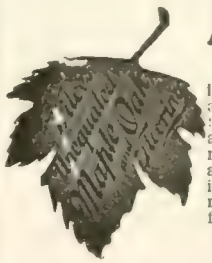
¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

Any Change

In the map of Europe will in no way effect the color or texture of our lumber. It will always be the same uniform, soft textured, even (white) colored stock as before.

Our Own Timber Our Own Mills
Our Own Organization

YARDS Detroit, Mich. Rochester, N. Y. Brooklyn, N. Y. Cincinnati, O.
THE **MOWBRAY & ROBINSON CO.** Manufacturers Cincinnati, Ohio
MILLS Quicksand, Ky. West Irvine, Ky. Viper, Ky. Hombre, Ky.



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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

RELAYING LOGS 3600 FEET

OVER TWO SPANS
LIDGERWOOD
OVERHEAD RELAY
SKIDDER

Skids logs over intervening ridges—One continuous operation, from one setting—Saves railroad building
Write for Particulars

Lidgerwood Mfg. Company
96 LIBERTY ST., NEW YORK
Woodward, Wight & Co., Ltd., New Orleans.
Lidgerwood Mfg. Co., Seattle, Wash.

"STEARNS" QUALITY LUDINGTON

Hardwood Specialists

5,000,000 feet
4-4 to 8-4
BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The STEARNS SALT & LUMBER CO.
LUDINGTON, MICH.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

5 cars 4/4" 1s & 2s Plain White Oak.
10 cars 4/4" No. 1 Common Plain White Oak.
5 cars 4/4" No. 2 Common Plain White Oak.
1 car 3/8" 1s & 2s Plain White Oak.
1 car 3/8" No. 1 Common Plain White Oak.
2 cars 4/4" 1s & 2s Quartered White Oak.
5 cars 4/4" No. 1 Common Quartered White Oak.
1 car 4/4" No. 2 Common Quartered White Oak.
1 car 4/4" 1s & 2s Plain Red Oak.
5 cars 4/4" No. 1 Common Plain Red Oak.
5 cars Com. & Better Sound Wormy, Red & White Oak.
5 cars No. 3 Common, Plain Red & White.
1 car 4/4" 1s & 2s Red Gum.
2 cars 4/4" No. 1 Com. Red Gum.
Oak Car Material.
Oak Bridge & Crossing Plank.

Band Sawed Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Carnahan-Allport Lumber Company

SUCCESSORS:

VARNER LAND & LUMBER COMPANY

Geridge, Lonoke Co., Ark.

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades *Band Sawn Lumber*

We Make a Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS

THREE-PLY GUM PANELS
BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company

MEMPHIS, TENN.

Salt Lick Lumber Co.

SALT LICK . . . KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

Complete stock of 3/8" and 13/16" in all standard widths

Wanted Fifteen thouand 6 x 8 x 8 No. 1 Sawn, White or Chestnut Oak Ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

JOHN B. YATES LUMBER COMPANY

PENNSBORO, WEST VIRGINIA

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD **CHICAGO**

VESTAL LUMBER AND MANUFACTURING COMPANY

Manufacturers

PLAIN OAK QUARTERED WHITE OAK

Tennessee Red Cedar

BLACK WALNUT POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD, AT VESTAL, TENNESSEE. A SUBURB OF KNOXVILLE

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
80,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
16,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
13,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

OAK FLOORING

60,000' ⅜"x1½" Clear Plain White
150,000' ⅜"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' ⅜"x1½" Clear Plain Red
200,000' ⅜"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

2 cars 4/4 1s and 2s Qtd. White Oak
3 cars 12/4 1s and 2s Qtd. White Oak
1 car 6/4 No. 1 Common Qtd. Red Oak
2 cars 4/4 1s and 2s Plain White Oak
3 cars 3/4 No. 2 Common and Better Walnut
2 cars 8/4 1s and 2s Chestnut
1 car 4/4 Poplar Box Boards, 13" to 17" wide
4 cars 4/4 Sap and Select Poplar
4 cars 6/4 No. 1 Common Poplar
1 car 8/4 No. 1 Common Poplar

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

BAY CITY·MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
500M 4/4 No. 3 Common Hard Maple
100M 4/4 No. 2 Common & Better Soft Maple
100M 4/4 Birch, Mill Run
200M 4 4 Basswood, L. R.
110M 4/4 1st & 2nd Basswood
75M 4/4 No. 1 Common Basswood
90M 4/4 No. 2 Common Basswood
40M 5/4 1st & 2nd Basswood
90M 5/4 No. 1 Common Basswood
60M 5/4 No. 3 Common Basswood
125M 5/4 No. 2 Common & Better Beech
160M 6/4 No. 3 Common Beech

Richardson Lumber Company

15,000 ft. 1x6 1st & 2nds Maple.
200,000 ft. 4/4 No. 1 Common & Better Maple.
200,000 ft. 6/4 No. 1 Common & Better Maple.
100,000 ft. 8/4 No. 1 Common & Better Maple.
100M ft. 4/4 1st & 2nd Maple
40M ft. 5/4 1st & 2nd Maple
100M ft. 4/4 No. 3 Common Maple
500M ft. 5/4 No. 3 Common Maple
20M ft. 6/4 No. 3 Common Maple
100,000 ft. 4/4 No. 1 & No. 2 Common Birch.
75,000 ft. 4/4 No. 3 Common Birch.
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
500,000 ft. 5/4 No. 3 Common Beech.
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
50M ft. 6/4 No. 3 Common Elm
50M ft. 4/4 No. 3 Common & Better White Pine

The Kneeland-Bigelow Company

HARD MAPLE

16/4 1s & 2s, 8" and up	124,300 ft.
16 4 No. 1 Com	34,700 ft.
16/4 No. 2 C. & B., 4 to 7" wide	9,000 ft.
12/4 1s & 2s, 8" and up	203,800 ft.
12/4 No. 1 Com	26,000 ft.
10/4 1s & 2s, 8" and up	163,200 ft.
8/4 1s & 2s, 8" and up	180,200 ft.
8/4 No. 1 Com., 8" and up	8,200 ft.
8/4 heart culls	72,000 ft.
6/4 1s & 2s, 8" and up	286,000 ft.
5/4 1s & 2s, 8" and up	166,800 ft.
5/4 Bird's Eye	920 ft.
4/4 Bird's Eye	480 ft.
4/4 White	97,500 ft.
4/4 1s & 2s, 8" and up	650,000 ft.
4/4 Heart culls	61,200 ft.
4/4 Plank trim	37,000 ft.

BIRCH

5/4 No. 2 C. & B	6,200 ft.
5/4 No. 3 Com.	3,000 ft.
4/4 No. 1 Com.	52,000 ft.
4/4 No. 2 C. & B	180,200 ft.
4/4 No. 2 Com.	28,000 ft.
4/4 No. 3 Com.	93,500 ft.

BEECH

6/4 No. 2 C. & B	35,000 ft.
6/4 No. 3 Com.	68,000 ft.
5/4 No. 2 C. & B	409,000 ft.
5/4 No. 3 Com.	31,000 ft.
4/4 No. 1 C. & B	53,000 ft.
4/4 No. 2 & 3 Com	859,000 ft.
4/4 No. 3 Com	57,000 ft.

BASSWOOD

4/4 No. 2 C. & B	446,000 ft.
4/4 No. 3 Com.	30,000 ft.

ELM

4/4 Full cut	26,000 ft.

ASH

4/4 Full cut	18,000 ft.

CHERRY

4/4 Full cut	1,600 ft.

OAK

4/4 Full cut	6,000 ft.

W. D. Young & Company

800,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
9,000 ft. 5/4x11½" and wider 1st and 2ds Hard Maple
5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.
4,000 ft. 4/4 1st and 2nds Hard Maple.
700 ft. 5/4 1st and 2nds Birds Eye Hard Maple.
300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
150,000 ft. 4/4 No. 3 Common Birch.
15,000 ft. 5/4 No. 3 Common and Better Balm.
50,000 ft. 4/4 Wormy Pine Mill Culls for boxing.
500,000 ft. 4/4 and 8/4 No. 2 and No. 3 Hemlock for boxing.

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.
ROSS & WENTWORTH
W. D. YOUNG & CO.

THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building PITTSBURG, PA.

PALMER & PARKER CO.

TEAK ENGLISH OAK CIRCASSIAN WALNUT
MAHOGANY VENEERS
EBONY DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Land Title Building Philadelphia

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

SPECIALS

OAK POPLAR CHESTNUT

All Kinds Band-Sawn Hardwoods

JACKSON-WYATT LUMBER CO.

Franklin Bank Bldg. Philadelphia, Pa.

SAVE YOUR MONEY BY USING THE

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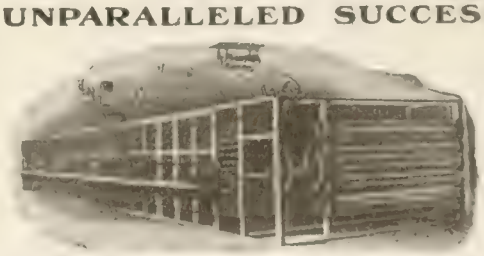

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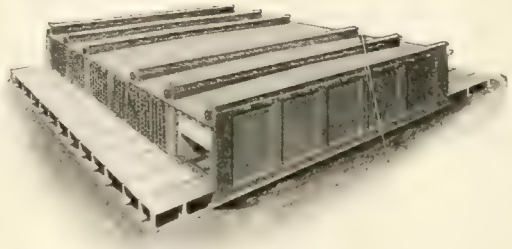

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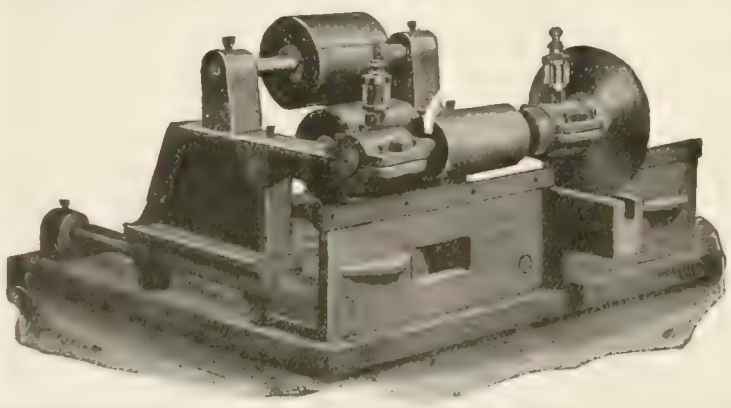

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Review and Outlook

General Market Conditions

A SLIGHT CHECKING UP IN DEMAND for verious kinds of stock seems to mark the situation pretty generally during the last couple of weeks. Two or three weeks ago there seemed to be a little better tone to the situation, but conditions would indicate that the progress of trades toward more normal times will be fluctuating and on a steady climb. However, the less unfavorable conditions of the last couple of weeks should not be taken as a criterion of what could be expected as a regular development, as the rapidly changing conditions surrounding the progress of the war make fluctuations in the country a certainty. As the war goes on it is altogether likely there will be considerably more of a settling down, and less attention will be given to the constant changes on the other side. Expressions of confidence emanating from big men in governing industries of the country are backed up by what has actually been accomplished, and even in the face of sales conditions that are not to say the least encouraging these should be given due weight. It would appear as though there had been a slight slacking up in confidence more than anything else during the last couple of weeks, as this condition has developed in the face of a concrete evidence of good conditions in the building trade. Spring weather is about upon us and there is nothing that seems to offer a check to the probable opening up of things.

There is some encouragement in what seems to have become a general tendency. While the actual use of hardwood lumber has probably not increased remarkably, quite a number of the large buyers seem to have sized up the situation and are making it their policy to purchase in slightly larger blocks. Unquestionably, this policy is based on the belief that present values are not here to stay and that purchases can be made more profitably now than later. Of course many concerns are willing to forego this saving for the sake of not investing money under present circumstances, but others are showing the opposite tendency, and there have actually been quite a number of sales of more substantial size in the last few weeks. Whether this will develop into a country-wide condition is difficult to state, and it is even impossible to know whether it will be permanent as far as it has gone. However, there are unmistakable signs that this condition has actually developed in certain quarters, and this significance should not be underestimated.

Confidence is, of course, the keynote in shaping this tendency of the trade, and the continued adherence on the part of substantial hardwood institutions of following the plan of holding stocks for prices within the realm of reason shows that confidence is everywhere maintained. It should be the duty of everyone to preach this doctrine and to follow it, for if a sufficient number of large holders of hardwood stocks should insistently and persistently hold out for better prices it will be impossible for the buying trade to purchase enough stock at a ridiculous level from those concerns which are willing to make such unnecessary sacrifices, and they will ultimately be compelled to seek their lumber at more remunerative figures from the handlers of hardwoods.

There has been an additional tendency on the part of the yard trade to fill out their lines of stock in anticipation of quite a little building activity with the actual opening up of spring building, but the factory trade is still pretty slack. However, if building work progresses as satisfactorily in the next few months as it appears to have progressed, there will be a real call for hardwoods from those lines of manufacturing institutions which are constructing furnishings for dwellings and other structures.

There has been some little piling up of stocks in the South, but not anything to cause any real anxiety and nothing that would indicate there is any wisdom in the policy of holding off for still further breaks in the price levels. The respective woods are holding their positions as they relatively appeared for the past few months, with a possible strengthening in certain items of oak and a continued good call for box lumber.

The situation is still very spotty, with optimism predominating in one place and pessimism in another. However, that confidence which has prompted the steel companies to continue to increase their forces, and reports to this effect have been pretty consistent, will unquestionably have a bearing on the whole fabric of American business.

The Cover Picture

UNLESS A TRICK WAS PLAYED on the camera the photographer was imposed upon by erroneous information, the cover picture which illustrates this issue of HARDWOOD RECORD depicts one of the most remarkable scenes to be found anywhere. It is a log cabin of one room and a loft that provides a home for twenty-two people. An important part of the evidence in the case is furnished by the pictures of the family posing in the parking. So far as numbers are concerned, the family would do credit to old King Abimeleeh himself.

The habitation of this interesting group is located on a stream known as Dry Fork in the mountains of West Virginia. It is needless to say that a hardy class of mountaineers is produced in that region, although in cases like that shown in the picture, the conditions of living are far from ideal. None but the strongest survive the hardships under such circumstances.

It would be an injustice to a region of great natural wealth and of

considerable development, and of many progressive people, to suppose that the picture represents a typical home of that country. It is rather an extraordinary and unusual layout, one of the poorest in surroundings and richest in population. It is a type occasionally met with in the remote mountains, removed from highways and buried in the wilderness. Civilization's hand has not yet been laid very heavily upon some of those sequestered corners of the wild and free mountain fastnesses. Appearances indicate that domestic industry is somewhat neglected. Probably there is not a scrap of sawed lumber in that cabin or in its surroundings. The broadax, frow, and mallet, aided by a chopping axe and perhaps a crosscut saw, were the tools which wrought the woodwork of that house and fence. Happiness and shiftlessness reign there supreme. What do those contented people care for business depression, national politics, or international war? What does intervention in Mexico mean for them?

In spite of unfavorable surroundings, those people are not stupid, dull, or criminal. The traveler in those remote retreats is often surprised to hear words which became obsolete in the English language one or two hundred years ago. The ancestors of people like those in the picture brought the words from England before the days of Bishop Asbury. They settled in these mountains, drove the Indians out, and there they have lived, secluded from the rest of the world, ever since. Some of the culture brought with them has remained with their descendants as a sort of tradition. A century and a half of isolation narrowed their view of the world, but it intensified their character. They are descended from the best stock of Europe, and they show it in spite of the adverse conditions under which they have lived so long.

The cavalry under General Averell in the Civil war was largely made up of men from this region, and it became justly famous for rapidity of movement among the mountains and tireless perseverance. When the Confederates burned Chambersburg, Pa., these were the men sent in pursuit, and though they rode their horses to death, they overtook McCausland's army after chasing it through three states, and cut it to pieces at Moorefield. Later, when Burnsides was besieged at Knoxville, Tenn., and it was believed that the only way to save him was to cut the enemy's line of communications, it was Averell's cavalry that was sent on the forlorn hope. Never was a feat more courageously performed. Starting from the Maryland border on the upper Potomac river, the cavalry rode four hundred miles, crossing the whole range of the Appalachian mountains in dead of winter with cold so intense that cattle froze to death in the fields, and struck the railroad at Salem, Va., burnt bridges and tore up sixteen miles of track, and escaped across the mountains in spite of four armies maneuvered to effect its capture. Knoxville's siege was raised.

Off the subject, perhaps; but the picture of the uncouth mountain cabin and its family of twenty-two very naturally serves as a reminder of the historical associations centering round these people and their English, Scotch and German ancestors.

The Value of Confidence

A CONCRETE EXAMPLE of the value of confidence as a means of stimulating business has been furnished in the last few months on the island of Cyprus in the Mediterranean sea. That island was famous for its copper mines in ancient times. In fact, our word copper is derived from the ancient name of that island, as is likewise the word cypress, applied to a tree.

The non-progressive Turks came into possession of the island more than four hundred years ago, and during the whole period of their ownership, the copper mines remained idle. Men who would have developed them were afraid to make the necessary investment, because no investment was safe where the Turks were in control.

A few days after Turkey joined in the present war, Great Britain took formal possession of Cyprus and announced that the occupation was to be permanent. Results followed almost immediately. A few days ago a consular report announced that an American company was landing machinery on the island preparatory to developing the copper resources.

Confidence did it. Nobody had any confidence in the Turks, and investors kept clear of the island during four hundred years; but within four months after the British annexed the island, arrangements have been perfected and mining machinery is on the ground. It is because experience has always shown that investments are safe where the British are in control, and experience had also shown that no investment was safe where the Turks were in power.

This might be taken as a text for a sermon on the value of confidence in general on business. There is about as much money in this country at one time as at another; as many natural resources; as much labor; but the amount of confidence varies enormously at different times. When it is plentiful, business booms; when it is slack, capital holds back, just as copper miners kept away from Cyprus while the proximity of the Turk made the future uncertain. Banish business uncertainty from this country, as Great Britain bounced the Turk out of Cyprus, and capital will immediately come out of its hiding, and the wheels of industry will begin to turn immediately. But how is it to be done? The American people seem to fear that there is a "Turk" (a sort of phantom Turk under no particular name) prowling around somewhere, and they hesitate to take chances.

Looks for Peace in Chicago Strike

IT IS ANNOUNCED that on Monday, March 22, an important step was taken toward peace in the building industry in Chicago. The Lumber Wagon Drivers' Union signed a truce with the employers, members of the Lumbermen's Association of Chicago, thus eliminating 1,000 union teamsters as a possible factor in the threatened tie-up. Officials of the painters' district council, whose contracts expire April 1, state that the strike will be necessary to gain their demands from contractors allied with the Construction Employers' Association. They say they expect 11,000 men to walk out April 1 where employers refuse to sign an agreement ratified last week. The big contractors insist the mandate of the association and of the building trades council shall be obeyed, and that the three year no-strike agreement shall be accepted by the painters.

So far no progress seems to be made toward a settlement of the differences between 16,000 carpenters on structural work and their employers, members of the Carpenter Contractors' Association. Negotiations have not been renewed since the union by an almost unanimous vote rejected the employers' terms of a three-year peace without increase in pay under the uniform agreement for arbitration of all differences. The union is renewing its demand for seventy cents an hour. The men have been getting sixty-five cents.

Two Methods of Gaining

GAINS IN LUMBER SELLING may be attained in two ways: by selling more without increase of price, or by selling the same quantity at a better price. Cypress is usually considered the most advertised wood in America, and advertising must be profitable, or the cypress people would not keep at it. The cut of cypress lumber has not increased much in recent years, and the profit which encourages the advertisers to keep on advertising must come from increased prices. It is better to realize more money without increasing the sales than to take in the same amount of money by selling more lumber. By so doing, the supply will last longer and bring more money.

It may not be easy to prove just what effect the vigorous campaign of advertising has had on the sales and prices of cypress, because it cannot be positively affirmed what that wood's status on the market would now be if no advertising had been done; but it is a significant fact that cypress rates higher in millyard value than any other softwood in America, and it is worth more in the yard than most hardwoods. It may be that advertising did not give it this value, but it looks very much as if it did.

It might be supposed that extensive advertising would cause a larger output of a wood, but that has not been the result with cypress. Higher value without increased output has been the visible result—more money for the same amount of lumber. In other words, the effect of advertising seems to show itself in price rather than in quantity.

Most probably a radical change has taken place in the use of this wood, as a result of the wide publicity given it. It is likely that the

use of rough lumber for common purposes has decreased, and more of it now goes to factories for further manufacture. That would account for the high price at which it is sold at the millyard. This can be stated only as a probable result. Unfortunately, no complete statistics exist for proving or disproving it. It is not known how much of this lumber was used in the rough and how much was further manufactured five, ten, or twenty years ago; consequently, the extent of the change in use, if there has been a change, can not be stated on the authority of statistics. The probability that a decided change has taken place must impress any one who looks into the matter and discovers that at this time nearly twice as much cypress goes to factories as reaches its final use in its rough form.

These facts may furnish food for thought to all who manufacture lumber or deal in it. Without increasing the cut of lumber and the drain upon the forest, the value of the product may be increased by educating the public to use wood to better advantage. It has been proved that this is practicable. What the manufacturers of cypress and birch have done so successfully, others can do with other fine woods—increase the value at the millyard, whether the total output is increased or not. It is not good business to throw enormous quantities on the market at a low price if it is possible to sell smaller quantities for as much money by increasing factory use and lessening in a corresponding degree the demand for rough lumber at a low price.

Spirit of the Times

THE COUNTRY-WIDE TENDENCY to arbitrate and the desire to know the other man's viewpoint shows itself in the plans for a meeting to be held in Memphis on April 7. The meeting has been arranged under the auspices of the Southern Hardwood Traffic Association, and according to late reports there will be over 300 hardwood lumber manufacturers and distributors in attendance. There will also be present traffic managers and presidents of practically every railroad operating through the southern hardwood producing territory.

The conference has been called for the express purpose of bringing railroad men and lumbermen together in order that an understanding may be reached in connection with the general subject of freight rates on lumber and forest products.

The litigation on all sorts of controversies that have come up in the necessity for some such general understanding as this which is the last few years has been demonstrating more and more forcibly proposed by the Southern traffic association. As a matter of immediate consideration there are several important contests pending before the Interstate Commerce Commission, and it is planned the conference will endeavor to arrange a common ground on which some sort of an adjustment can be effected.

With frank statements on the part of both contending factors that they are frankly willing to lay all the cards on the table and to make a genuine effort to get at the root of the trouble, the prospects are bright for accomplishments of great importance. Surely if the spirit in which the conference is proposed is carried out, the results will be of far-reaching importance to the railroads and to the shippers and tremendous sums in litigation will be saved in addition to the great saving in annoyance and unnecessary time spent in contesting claims.

More detailed report of the plan is contained elsewhere in this issue, and shows that the idea as it is being carried out is altogether feasible, and that it bids fair to have tremendous weight on future questions involved in shipments of hardwood lumber in the South.

A Case of Red Tape

RED TAPE STILL GETS IN its deadly work.

Ten thousand tons of merchandise are rotting or in danger of rotting on the wharves of Manila for the want of ships to carry it to the United States, and at the same time government colliers are about to sail empty from that port to America, but they must not bring the merchandise because there is no law specifying that a government collier may carry a cargo of that kind.

A plainer case of strangulation from red tape has not come to the notice of the public for a long time. On February 16 Governor Harrison of the Philippines cabled the War Department at Washington, asking that arrangements be made to have colliers then at Manila, or soon to arrive there, take cargoes on their return trip to the United States. It was explained that ships were inadequate, that freight rates had doubled in the past ten days, and as a consequence the prices of Philippine products were greatly depressed. The cargoes consisted principally of hemp, sugar, copra, and cigars.

At that very time three colliers were en route to Manila. The Secretary of the Navy was unable to find any law authorizing colliers to carry such return cargoes, and he refused to order it done.

On March 3 Governor Harrison cabled again, stating that the prices of staples in the Philippines were falling on account of lack of ships to take cargoes to market, and asked if the United States Government could do anything to relieve the situation. Upon receipt of that cablegram, the Department of Commerce was consulted, and the following quotation is from the secretary's reply:

"The situation as outlined by Governor General Harrison is, I am sure, not exaggerated, but, to speak frankly, we are helpless so long as no power exists under the law to utilize the three naval colliers now on the way to the islands to carry goods on their return trip. So long as there is no law giving us any power over any shipping, the government is powerless in the matter. Private and corporate interests are in control of the situation, and we can do nothing."

Even so! The three colliers will return empty to the United States, and leave the merchandise spoiling at Manila because "private and corporate interests are in control of the situation, and we [the United States of America] can do nothing." Angels and ministers of grace, defend us!

Fifty-four years ago a somewhat similar case became prominent, in which the most urgent necessity demanded immediate action, but red tape stood in the way—but did not stand long. At the outbreak of the Civil war the Confederates made a dash for the Baltimore & Ohio Railroad, between the Alleghany mountains and the Ohio river. That railroad was then the principal line between Washington and the West, and to have it fall into the hands of the Confederates would have been a disaster to the National Government. There were plenty of militia, volunteers, and other willing fighters ready to defend the railroad, but they had no guns. There were plenty of muskets in a nearby arsenal, but when an appeal was made for the use of them to arm the men who were willing to fight, the reply came from an official at Washington that there might not be any law authorizing such disposition of arms. Fortunately, there was then a man at Washington who did not balk at formalities, and the order came, "Give them the guns; look up the law afterwards." The railroad was saved from capture.

There are emergencies when trifles and formalities ought not be permitted to defeat the main chance. Alexander cut the Gordian knot when he could not untie it. He did not let the chance pass because the law did not particularly state that a knot that could not be untied might be cut.

There seems to be no law for untying the red tape which hinders the loading of merchandise on empty government colliers returning from the Philippines; consequently the value of commodities there must fall, industries must decline or be paralyzed, business must suffer and business men must see their prospects vanish. This may all take place, but there must be no irregularities permitted.

Apparently Hope for Hoo-Hoo

IT WAS NOT GENERALLY KNOWN just how seriously the long illness of retired scrivenoter, W. M. Stephenson had militated against the interests of Hoo-Hoo until the order was faced with the necessity of checking up its affairs. The recent joint meeting of the supreme nine and the house of ancients at Chicago disclosed a rather startling condition of affairs. The prompt and able action immediately taken has already given the order a tremendous boost ahead, and it is hoped that it will be in such shape as to be handed over to the permanent organization by the first of April. The affairs have been handled by volunteers who have entered into the work with supreme energy and the results of their efforts have been consistent and extremely gratifying. A complete story appears on a later page.

Forest Products Federation Work

The movement for the organization of the Forest Products Federation, which was inaugurated at the recent mass meeting in Chicago, is proceeding along the lines laid down in the working plan, and has advanced far enough to assure success. The special committee on organization consists of A. T. Gerrans, chairman, Frederick Weyerhaeuser, F. A. Hofheins, H. C. Scearce, and John H. Kaul.

The practical work of placing the organization on a permanent footing consists in securing enough signatures, with annual subscriptions, to guarantee for five years the means of carrying on the work. More than one-fourth of the subscriptions necessary to begin the work have been secured. The signers represent some of the strongest lumber firms of the country, and the progress thus far made is accepted as a guarantee that the necessary working organization will soon be complete.

The list that is being signed at the office of R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, contains the proviso that the annual payments named shall not be binding unless a sufficient sum is pledged to guarantee $50,000 a year. There no longer seems to be any doubt that enough will be pledged to assure that yearly sum. Of course, it does not stop at that. It is intended and expected that the full $200,000 a year will be provided; but when the fifty-thousand mark has been reached, the actual work of the Forest Products Federation will begin.

The organization will be a part of the National Lumber Manufacturers' Association. On account of that arrangement it will not be necessary to form a new body, but present equipment can be used to a considerable extent in putting the business on a working basis. The list now being signed pledges the signer to pay $1,000 a year for a period of five years. The working capital will come from that source. Of the many thousand lumber companies and large timber owners in the country, there is no question that a sufficient number will lend their active support to assure the success of the movement.

It cannot be too strongly emphasized that the plan adopted does not take anything away from any existing organization. Instead it supplements and strengthens all publicity, educational and trade extension effort in promoting the use of forest products. Its function is to broaden the field of consumption, and to help or initiate wherever the uses, merits, or good name of wood are at stake.

The need is apparent, since the lumber industry is suffering for want of a national champion of its interests in matters of trade extension. Neither the manufacturers nor distributors have told the consumers how, when, and where the wood may best be used, nor have they aggressively met competition, but instead have allowed other building materials to beat wood out on its own ground. This supine acceptance of what comes in the way of orders, with no attempt to fight for business or to promote grades and kinds of woods to meet specific service requirements, simply gives the other fellow an open field. Not only are the other materials sold for purposes where lumber would be as good or better, but they are constantly improved and made to serve the consumers' needs more perfectly. Such methods win permanent trade, and the materials thus perfected and adapted to specific uses become so firmly intrenched that wood will never get back its lost ground. In fact, the existing information regarding the best use of wood in relation to service requirements has not even been compiled, much less made available to either the consumer or the lumbermen themselves. Much prejudice against wood exists because its merits have not been convincingly presented, its uses wisely advocated, nor its availability explained. This lack of knowledge has been increased and misconceptions created by the active propaganda for other materials, which in many cases are not so economical or desirable as wood.

The belief that the resources of the forests are nearing exhaustion needs correction. While it is well known that the country does not contain so much timber as it contained a century ago, there is still a great deal, and it will last a long time yet. The contrary opinion is general, and the competitors of wood have not been backward about taking advantage of that erroneous belief in order to procure a foothold for substitutes. A remarkable case to the point was cited at the recent Forest Products Federation mass meeting, when the statement was made that many of the architects and construction engineers of New York and other eastern cities actually believed that heavy dimension stock, suitable for large building frames, is no longer procurable. Yet there is enough of that kind of timber to supply every city in America, and the rest of the world, too, for that matter.

In cases of lack of information like that, and of deliberate misinformation also, competent and reliable work such as is contemplated by the new organization, must be of inestimable value. In the past, every person who had some substitute for lumber was free to knock lumber whenever and wherever he could do so; and too often there was no one to take the part of wood. The Forest Products Federation will change that. Where wood may need defending, it will be defended, and where it may need pushing, it will be pushed. It is admitted, however, by pretty common consent that it is pushing more than defending that wood stands in need of.

Logging Conditions Around Memphis

There has been little change in conditions affecting logging in Memphis and surrounding territory during the past fortnight. There has probably not been so much rain in this immediate territory as for the last half of February but there has been enough to keep the ground pretty wet and to prevent the pushing of timber cutting or hauling. Where logging operations are under way they are being conducted at somewhat expensive rates. Teams are able to haul very little at one time and it is necessary to use lizards and various other appliances for getting timber out of the lowlands. Where railroads run into timberlands the work of moving logs is very greatly facilitated but where they have to be hauled any distance by a team it is almost impossible to make headway. It is conceded by most members of the trade that the supply of logs offering is comparatively small and there is confirmatory evidence of this fact in the shape of reports from the Valley Log Loading Company regarding the small amount of timber being loaded at present. This is perhaps less than twenty-five per cent of the average for this time of the year. It has not been necessary in but a few instances for the mills here and in the Memphis territory to close down on account of lack of timber but it is pointed out that manufacturing operations are steadily increasing at a time when the amount of timber on hand is exceptionally small, with the result that the pinch may be felt somewhat later.

Practically every member of the hardwood trade here says that the hardwood business is increasing somewhat and there is striking evidence on this point furnished by the reports of several of the railroads operating through the Memphis gateway. They point out that there has been a steady increase in the movement of lumber during the past sixty days and that, while shipments are still somewhat below normal, the increased movement of lumber has added appreciably to the revenues of the roads in question. These statements have been made by the Frisco System, the Rock Island System, the Illinois Central and Yazoo & Mississippi Valley roads. There are certain features of the market which are quite active, including plain oak in both red and white, sap gum and gum box boards. In other items there is a reasonably active call and, altogether, the manufacturers and wholesalers alike are feeling a little more cheerful regarding the domestic situation. There is no doubt that more inquiries are being received from Europe for southern hardwoods. In fact one exporter is authority for the statement that he could dispose of at least 100 cars immediately if it were possible for him to secure reasonable ocean rates or war risk insurance. As it is, however, there is almost nothing doing with Europe at the present time and the outlook will not be particularly encouraging until there is a readjustment of ocean freight and insurance charges.

Easy office chairs are often expensive luxuries. Better do as the old wood chopper did—sit down on the slivers in the center of the stump, for fear that he might sit too long.

National Wholesalers' Meeting

The annual meeting of the board of trustees of the National Wholesale Lumber Dealers' Association was held March 9, at the association offices, 66 Broadway, New York. The trustees present were: G. C. Edwards, Ottawa, Ont.; F. E. Parker, Saginaw, Mich.; Chas. Hill, New York City; T. M. Brown, Louisville, Ky.; M. M. Wall, Buffalo, N. Y.; F. R. Babcock, Pittsburgh, Pa.; N. H. Walcott, Providence, R. I.; F. B. Robertson, Memphis, Tenn.; J. Randall Williams, Philadelphia, Pa.; M. E. Preisch, North Tonawanda, N. Y.; B. F. Betts, Philadelphia, Pa.; C. F. Treadway, New Haven, Conn.; A. L. Stone, Cleveland, Ohio.

A number of important matters were discussed and annual reports presented for the consideration of the board.

The reports of the treasurer and membership in the association and bureau of information showed the organization to be in good shape. Indications point to a substantial increase in membership during the year, a number of well-known firms having been added to the roll the past few months.

Report of Secretary

The report of the secretary, E. F. Perry, stated that because of general business conditions the association had been called upon to a greater extent than ever before for information and help from the active departments, such as the bureau of information, collection department and transportation bureau; that the visits by the members to the office increased fully a third the past year.

Mr. Perry had attended fifteen conventions and conferences with other associations and attended the conferences at Chicago in connection with the organization of the Forest Products Federation, which matter was fully discussed by the trustees.

Mr. Perry's report referred to his work in connection with co-operation with officers and other associations on various transportation problems which the National association had taken up and considered through its transportation bureau, and also as to the suggestion emanating from the railroad and transportation committee regarding using the National Wholesale Lumber Dealers' Association as a clearing house for handling railroad and transportation matters of general interest to the lumber trade and thereby avoiding a large duplication of work which now occurred and as was evident in several hearings where different organizations had undertaken to handle the same problem along the same lines. If the one organization could undertake these matters much time, effort and money would be saved.

Henry Cape, treasurer, presented the financial report and the report of the auditing committee, showing the books had closed with a balance on the right side of the ledger.

R. R. Griswold, Binghamton, N. Y., chairman of the fire insurance committee, reported for his committee that while very little had been referred to it, the committee was watching several matters that would undoubtedly later on be of material interest.

Bureau of Information

The report of W. W. Schupner, department manager of the bureau of information, was presented and showed that 8,838 formal inquiries for special reports were received, an increase of 350 over previous year, that 891 original new reports were added, making a total of over 35,000 reports; 746 names appearing on the weekly sheet warning members of impending trouble, judgments, protested notes, etc.; 75 numbers on the tracer system had been used containing 1,950 names of parties on whom reports are revised, the average daily revisions amounting to 25 reports; 26 new lists of customers were received during the year and instances were referred to, showing actual saving to members by their having placed this information in the hands of the association.

The collection department of the bureau of information handled claims aggregating $485,495, of which $291,437 had been settled, netting the association $5,000 in fees. This report referred to the numerous conferences held at the office between debtors and creditors, the avoidance of bankruptcy proceedings, and the co-operation between buyer and seller in working through their embarrassing situations.

Two further numbers on the pamphlet of "Lumber Legal Opinions" were issued and as further information was received additional numbers would be distributed to the members.

The report of Fred S. Underhill, Philadelphia, chairman of the committee on terms of sale and trade ethics, was read and filed.

Report of the Forestry Committee

J. R. Williams, Jr., Philadelphia, chairman of the forestry committee, read a report which referred to the connection with the work of the annual meeting of the American Forestry Association, and the papers which were read at that meeting. Mr. Williams stated: "Undoubtedly there should be an effort on the part of manufacturers and wholesalers of lumber to see that their product was sold more intelligently, that is, that a man selling a product should study carefully to see what uses the particular product of his forest could be put to and further learn to educate his salesmen so that he or they could tell how the product can be used." Mr. Williams suggested a greater interest be stimulated in the American Forestry magazine, and he also included a lengthly reference and communication received from E. A. Selfridge, Jr., Willitts, Cal., a member of the National association forestry committee and also president of the California Forest Protective Association.

Report of the Transportation Bureau

The report of W. S. Phippen, traffic manager, covered in detail many activities of the railroad and transportation committee including the appearance before the Interstate Commerce Commission and argument of the brief filed by the association in the Southern Railway rate case on which the commission rendered a decision ordering the Southern Railway to cancel proposed advances.

A review of the work done in connection with the Southern Railway milling in transit rules, also on the question of spotting cars on private sidetracks referred to the briefs which had been prepared and filed on these questions.

At the present time the department was attending hearings before the Interstate Commerce examiner on the terminal regulations in New York harbor, the association being opposed to the proposed charge of twelve cents per ton additional for handling lumber.

The traffic manager had spent considerable time on the five per cent rate advance from intercolonial points.

Extended reference was made to Mr. Phippen's appearance before the Southern Classification Committee at Atlanta, Ga., where he argued for the incorporation of the southern classification on a rule providing for an allowance of 500 pounds for car stakes and on which an early decision is looked for.

The report also referred to the brief filed before the Interstate Commerce Commission regarding the disclosure of names by lumber shippers on freight bills.

Two numbers of the pamphlet mentioned as "Freight Bulletins" has been distributed and eleven formal complaints have been filed before the Interstate Commerce Commission on claims for members.

A number of rate adjustments had been obtained and the general work of this department far exceeded that of the previous year.

Workmen's Compensation

The report of B. F. Jackson, Buffalo, N. Y., chairman of the special committee on workmen's compensation laws, stated that twenty-eight states now have workmen's compensation laws in effect and that other states are falling into line, leading to the opinion that all states will eventually enact such legislation. At the present time some states have laws which are so much more favorable to the employe than in other states that the committee recommended that the association should favor making these laws as nearly uniform as possible and absolutely just to both employer and employe.

A number of other questions were considered and plans laid for association activity during the year. The work indicates a healthy growth in the organization and a standard of efficiency which makes membership in the National Wholesale Lumber Dealers' Association so highly regarded by its members.

The Wood-Using Industries of Georgia

The report of the wood-using industries of Georgia, which the United States Forest Service completed some time ago, has been published in full through the New Orleans *Lumber Trade Journal.*

This investigation was not concerned with sawmills or the quantity of lumber produced by them, but gave consideration only to the use of wood in shops and factories. Except that rough lumber was employed as raw material, it was not considered in the report. The figures collected and used in the totals all belonged to the year 1911. The total factory consumption of wood in Georgia that year was 556,938,926 feet, while the output of lumber by sawmills in the state totaled 801,611,000 feet. This considerably exceeds the factory use; yet in spite of that, the manufacturers found it necessary to bring into the state from outside regions nearly 94,000,000 feet to meet demands. The meaning of that is that while lumber was being sent out of the state, other was coming in. That happens with nearly all states. No matter how much they produce from their own forests, their factories must procure some from the outside, and the imported lumber does not always consist of kinds not produced in the state. For example, Georgia factories bought 33,000,000 feet of longleaf pine away from home, though the finest grades and plenty of them are produced in the state.

The following table lists the different kinds of woods used, and gives the annual consumption of each, with the average cost per thousand feet delivered at the factories. Only thirty-four species are listed. Some states report twice that many. Two of the woods, mahogany and padouk (often called vermillion) are foreign and are more expensive than the most costly of the home woods.

SUMMARY OF KINDS OF WOOD USED IN GEORGIA

Common name	Botanical name	Quantity used annually Feet B. M.	Average cost per 1,000 ft.	Total cost f. o. b. factory
Longleaf pine	*Pinus palustris*	289,743,556	$13.30	$3,854,838
Shortleaf pine	*Pinus echinata*	192,248,357	13.03	2,504,759
Bald cypress	*Taxodium distichum*	16,467,000	19.31	317,963
White oak	*Quercus sp*	10,777,636	27.08	291,899
Red oak	*Quercus sp*	9,083,330	37.20	337,892
Loblolly pine	*Pinus taeda*	7,530,000	10.03	76,535
Yellow poplar	*Liriodendron tulipifera*	7,378,980	24.04	177,399
Red gum	*Liquidambar styraciflua*	6,671,500	14.04	93,680
Cuban pine	*Pinus heterophylla*	2,800,000	8.07	22,600
Chestnut	*Castanea dentata*	2,284,000	15.21	34,740
Ash	*Fraxinus sp*	2,236,877	20.83	46,605
Sugar maple	*Acer saccharum*	1,983,500	16.01	31,757
Hickory	*Hicoria sp*	1,453,750	29.36	42,678
Cottonwood	*Populus deltoides*	1,275,000	12.22	15,575
White pine	*Pinus strobus*	1,246,269	13.53	16,857
Cotton gum (tupelo)	*Nyssa aquatica*	875,000	15.24	13,337
Birch	*Betula sp*	630,711	53.44	33,705
Beech	*Fagus atropunicea*	605,000	9.74	5,895
Water oak	*Quercus nigra*	500,000	27.00	13,500
Pond pine	*Pinus serotina*	250,000	11.20	2,800
Sweet magnolia	*Magnolia glauca*	231,000	11.51	2,659
Mahogany	*Swietenia mahagoni*	218,500	127.58	27,877
Soft maple	*Acer sp*	120,000	22.50	2,700
Hemlock	*Tsuga canadensis*	50,000	24.40	1,220
Cherry	*Prunus serotina*	46,253	80.62	4,564
Basswood	*Tilia americana*	45,000	30.00	1,350
White elm	*Ulmus americana*	38,000	26.71	1,015
Hackberry	*Celtis occidentalis*	10,000	18.00	180
Sycamore	*Platanus occidentalis*	10,000	20.00	200
Padouk	*Pterocarpus indicus*	8,000	500.00	4,000
Black walnut	*Juglans nigra*	7,000	53.57	375
Red cedar	*Juniperus virginiana*	5,000	60.00	300
Black locust	*Robinia pseudacacia*	5,000	25.00	125
Spanish oak	*Quercus digitata*	5,000	20.00	100
		556,938,926	$14.33	$7,981,679

USES BY INDUSTRIES

The wood-using industries of Georgia are less diversified than in many other states. There are only fifteen industries in all, and four of these consume less than 1,000,000 feet of lumber each per annum. The largest industry is that which makes planing mill products, the principal items of which consist of flooring, ceiling, and siding. This industry consumes more rough lumber than all the other wood-using industries in the state combined. As might be supposed, longleaf pine is the chief wood demanded for that industry.

The making of sash, doors, blinds, and general millwork constitutes the second largest of the fifteen industries, but here shortleaf pine is ahead of longleaf. The following table gives the industries and shows how much lumber each uses a year, with the average price paid for it at the factory:

SUMMARY OF WOODS USED BY INDUSTRIES

Industries	Quantity used annually Feet B. M.	Average cost per 1,000 ft.	Total cost f. o. b. factory
Planing mill products	396,903,714	$12.45	$4,940,173
Sash, doors, blinds and general millwork	73,130,500	18.74	1,370,626
Boxes and crates	24,373,409	11.65	284,002
Car construction	21,769,025	24.13	525,357
Furniture	16,253,607	19.22	312,470
Vehicles and vehicle parts	4,845,250	31.44	152,326
Agricultural implements	4,572,421	22.51	102,913
Miscellaneous	4,220,000	16.77	70,750
Caskets and coffins	4,088,500	13.39	54,760
Fixtures	2,755,000	39.70	109,387
Excelsior	1,993,500	8.35	16,645
Handles	760,000	18.18	13,820
Refrigerators and kitchen cabinets	723,000	20.57	14,875
Trunks and valises	476,000	25.89	12,325
Porch swings	75,000	15.15	1,250
Total	556,938,926	$14.33	$7,981,679

HARDWOODS IN GEORGIA

Georgia is not usually classed as a hardwood state, though it is by no means destitute of valuable hardwoods. In view of this, it is interesting to note what the factories are doing with hardwoods, and where they are procuring them. The report shows the annual use of only 45,000,000 feet of such, compared with 511,000,000 feet of pine, cypress, hemlock, and cedar. It must be confessed that the showing is not very good from the hardwood standpoint.

White oak leads the hardwoods and red oak is second. About half of the former grows in the state, the other half comes from surrounding states. Considerably more than half of the red oak is drawn from outside regions. What is classed as white oak is made up of several species of the white oak group, and the same holds for red oak. The true red oak—the northern red oak—is little used in Georgia, and what passes as red oak at the sawmill and factory is usually willow oak, yellow oak, or Texas red oak. Much of that which passes as white oak is overcup or forked leaf, or cow oak, though considerable true white oak is mixed with it.

Next after oak, the hardwood which meets the largest demand is yellow poplar, and about three-fourths of it grows in Georgia forests. Following poplar is red gum which grows abundantly in the state, yet it was found convenient to send beyond the borders for one-third of what the factories used. Chestnut is next in quantity among the hardwoods. It has frequently been asserted that chestnut is practically extinct in Georgia, and that it has totally disappeared from large regions since the Civil war. However that may be, the report shows that nearly half of the chestnut used was cut in the forests of the state. It comes principally from the mauntainous district of the Northwest.

The state supplies considerably more than half of the ash reported, which consists of several species. The showing is not so favorable with sugar maple which is brought into the state, except a moderate quantity that is cut in the high region in the northern part. The soft maples do well in Georgia, but hard maple is a more northern tree which has followed the mountains southward. Nearly half of the hickory comes from other states, and cottonwood is likewise divided about half and half, while all of the birch and most of the beech is brought in from outside regions. The use of the other hardwoods is quite limited in the Georgia factories and shops.

A summing up of the statistics of different hardwoods reveals the fact that not more than 25,000,000 feet a year are supplied from Georgia's own forests.

Raw Material Cost

The wood-using industries of Georgia pay an average price of $14.33 for all wood that reaches the factories. That price includes free delivery at the factory. There are great differences, as the accompanying table shows. Excluding foreign woods, the highest in price is cherry, the lowest Cuban pine. The industry that pays the highest average price is fixtures, that which pays the lowest is excelsior. The one is nearly five times as much as the other.

The southern wood-using industries obtain their raw material more cheaply than those in the northern states. Following are average prices paid for wood f. o. b. factory in certain southern states:

	Average factory cost
South Carolina	$14.80
North Carolina	14.60
Georgia	14.33
Texas	13.30
Florida	12.41
Alabama	12.24
Mississippi	12.22
Louisiana	11.64
Arkansas	11.49

For purposes of comparison, the corresponding average cost is given for certain northern states:

	Average factory cost
Iowa	$30.92
Ohio	30.47
Illinois	28.76
New York	27.50
Michigan	23.12
Massachusetts	21.20

Industries are more diversified in the northern states than in the South. More kinds of wood are used and a greater diversity of articles is manufactured. Large amounts of raw material are cut in southern forests and shipped to northern states to be manufactured. That is due partly to the fact that better markets for finished products are to be found in the North, but is due more to the higher development of northern manufacturing facilities. In the case of lumber, as with many other natural resources, the raw material seeks the factory rather than the factory seeking the raw material. But for that economic law, the diversified manufacture of forest resources would be much further developed in the South than it is, and the owners of southern timber might be getting as much for it as northern owners get for theirs.

The collection of statistics and publication of reports, state by state, of wood-using industries have done much to throw light on forest utilization in the different parts of this country. The output of lumber, year by year, has been known and published for a considerable number of years; but there was a sad lack of information as to what was done with the lumber after it was sawed. The investigation of utilization by states has supplied a vast amount of information on this subject, and has furnished the means of comparing the manufactures of different sections of the country.

Thank the Thousand-Legged Worm

The lumberman or timber owner who finds the familiar thousand-legged worm by his path in the woods should hesitate if the impulse comes to him to put his foot on the creature which may be scurrying out of his way, or if overtaken, may curl up like a spiral watch spring and lie as if dead. If the lumberman will make the acquaintance of the somewhat unprepossessing little reptile, he will thank it instead of putting his foot on it. It has done a mighty work for the American forests. Few persons realize—in fact, few have the means of knowing—how enormous that work has been, or how poor our forests would be but for the activities of this ungainly creature which does most of its work at night while everything is still.

Charles Darwin's investigation of the activity of the earthworm as a soil builder proved a revelation in its day. No one had even thought of the earthworm as being of any importance, though Darwin showed that it had done much to make the earth habitable.

The thousand-legged worm was a long time in falling under the eye of a competent investigator, but its work finally attracted the notice of Frederick V. Coville, one of the foremost scientists of today. He is a botanist, and a good many other things thrown in. There are few nooks or corners of the United States with which he is not personally acquainted. He has done much work for the government, especially along the line of investigating forage plants in the national forests and on other public lands. Many persons who have seen a sun-tanned man, with sleeves rolled up, digging around among rocks and in ravines, have supposed that a herb doctor was collecting snakeroot or sarsaparilla; but, if it was Coville, he was digging for the purpose of solving some botanical or biological problem which had baffled other scientists.

The activities of the thousand-legged worm (*spirobolus marginatus*) attracted his attention. This worm attains a length of three inches and a diameter of a quarter of an inch. Its legs are supposed to number 1,000, but they fall short of that number. Its food consists of decaying leaves, though it may feed on other diet. Its teeth cut the leaves into fine pieces, and prepare them for soil formation, through the intermediate stage of leaf mold. Otherwise, decay would act more slowly, and the layer of leaves might be lost, so far as enriching the soil is concerned.

A single thousand-legged worm would make a small impression on a forest's leaf carpet. Its day's work consists of masticating and preparing a mass about as large as a small bean. But the worm does not work alone. Mr. Coville gives figures from which it appears that an acre of leaf-covered ground, like the areas investigated, supports a population of about 180,000 of these worms. Though the mass of a bean a day represents the work of a single individual, the combined work of the acre's population during a season prepares about 4,000 pounds of the finest soil-building material.

If this material is spread over an acre, the accumulation of a single season makes a rather insignificant showing; but the worms have been chewing leaves during the past centuries, and the soil has been enriched thereby. Forests have been supported on soil already prepared before they came into existence; and in time they have contributed their leaves to make soil for future forests; and the worms have always been ready to do their part of the work.

The thousand-legged worm is largely nocturnal in its habits. It hides by day and crawls forth to its feast of decaying vegetation at night. Its habits of concealment by day account for the relatively small number seen. However, an observant person will see considerable numbers in cool, shady places, even by day.

It is easy to understand how much damage a moderate forest fire may do, if it runs through a forest only once in ten years, and does no more than consume the carpet of leaves. Not only is the layer of leaves lost, but the millions of worms are destroyed. None will be on hand to attack the next crop of leaves that falls. Many years must elapse before the worm population can come back, particularly where fire bares extensive areas; and meanwhile the layer of leaf mold is thin and poor. Fungi and bacteria, borne on the wind, may return quickly to a burned area, but the thousand-legged worm must crawl in from distant, unburned areas, and during the period between its destruction and its return, its work remains undone, for fungi and bacteria alone are not equal to the task of manufacturing the mold which the soil needs.

Mr. Coville sums up a portion of the subject in these words:

"Were Solomon to write a new edition of the Proverbs today, I am sure that he would tell us: 'There be four things which are little upon the earth, but they are exceeding strong,' and that among them he would include: 'The little brothers of the forest, they seek not the light but the leafy earth; they prepare for the oak the strength that is his.'"

Experience Talks on Woodworking

It has been the experience of the writer to come in contact with owners or managers of concerns in the furniture and planing mill industries, whose first question concerning a new piece of machinery is, "How much does it cost?" They are greatly concerned with initial cost, and, without investigating the merits of the machine in question, will almost invariably refuse to consider it after they have once heard the price. It is not so much what a machine costs that should determine its value, but what it can do. Whether planer, surfacer, molder or tenoner, the durability of the machine and its freedom from repairs should be considered above all else. The cost price is a minor detail.

It is natural enough for men in business these days to be lured away from common sense by lower cost. When they see a machine which purports to do just as good work as another, and for half the cost, the dollar mark seems to take precedence. The woodworking man, however, who is versed in mechanics, by thoroughly examining a machine, can tell whether or not it will turn out a good quality of work in sufficient quantities to warrant the expenditure of the required money for its installation. Nine times out of ten he will not sacrifice the efficiency of his establishment in the slightest degree by the "penny-wise and pound-foolish" idea.

It should be the aim of all workers in wood, and especially in hardwoods, to study machinery as well as grades of lumber; to be competent inspectors of the knife-grinder, band saw or planing machine, as well as of firsts and seconds. Too much time has been expended in the past on the lumber end of the business, leaving the machinery to take care of itself. Until methods of measuring values and of keeping records that enable one to obtain real values, are adopted, he will never be able to purchase saws, surfacers, etc., with intelligence. Men in other lines of business display knowledge in the machinery end of their calling, with the result that their proficiency in manufacturing a product is brought up to a high standard. Furniture and lumber manufacturers should get busy and follow the good example set by others.

When a machine, a group of machines, or an entire plant, shows annoying vibration, the cause therefor and the source thereof may be entirely different things. The source of most machine vibrations is lack of balance and uneven loads, which latter is merely lack of balance in another form. But the things that cause most of the vibration in machinery are belts. The belts may not always originate the vibrations, but they pass them along, add to them, and sometimes create them. To get an object lesson on this point, one has but to go into a shop or factory electrically driven, with individual motors throughout, then into a belt-driven plant of some magnitude, where there are lots of heavy belts. The belts are the medium of transmission, and acceleration in the factory, like the strings on a violin, are the medium of sound transmission and creation. Individual machines may show jerky vibrations when electrically driven, but the disturbance is localized, whereas if numbers of belts are coupled up into a great system the vibrations are distributed, joined into others so that all machines are affected by both their own and the troubles of others. It is not electricity that does away with this, but the separating and isolating of the sources of vibrations. Vibrations originating in the different machines are like small sticks, in that they are comparatively easy to break up singly, but hitch them all together with a system of belts and they are like a bundle of sticks firmly bound together—a pretty tough proposition to break up. If the belting is uneven in weight or lacking in balance in any way, it adds materially to the source of vibration itself.

Rust spots on a saw are signs of neglect, and burnt spots are a sign of abuse.

Oak, whether plain or quartered, is a comparatively easy wood to work smooth. It is not a soft wood, but what is meant is that oak can be worked on the planer and get a smooth finish with knives that are a little dull. The same thing is true in working it with saws. In sawing gum and some of the other woods, the knives and saws must be perfectly keen to give good results. But when it comes to sanding, it is the other way. You may sand gum or some other even-grained wood with comparatively smooth or even slick sandpaper and get fair results, but in sanding oak, to get a good finish, the sandpaper should be fresh and sharp. This is because of the unevenness in the texture of the wood. If it is plain oak, there are the hard streaks and the soft streaks of the annual rings of growth and if they are sanded over with dull paper, it will cut down into the soft streaks and the hard ridges be all right for a certain kind of finish, but where a perfectly smooth face is wanted, one should sand oak with a sharp, clean paper. If it is quartered oak, it is the same thing in a different way. There is a hard film which makes the splash line which nothing but sharp paper will touch. If the wood is sanded over with dull or slick paper it will simply dig down between the splash lines and leave them standing up in waves. To get good results, you should not only have sharp paper, but you should get the sanding across the grain or splash line to reduce the tendency to cut down the soft places between.

If insurance has to be carried at all (and it looks like an attempt to throw money away not to carry it) it is best to get it at once, for you do not know when the fire fiend will take a notion to visit you. In other words, get ready for a fire when there is no fire. The insurance people never relax their vigilance, as one often finds to his discomfort. One sometimes doubts the wisdom of having insurance, once he has the details of prevention according to the insurance requirements. If all would take the same care of plants as individuals as they are compelled to do as possible beneficiaries of an insurance company, there would be less fires and less expense. It is an axiom that insurance is a necessary part of every business.

After all is said and done on the subject of the best methods of shop lighting, the fact remains that the best light of all is daylight and plenty of it. If you can so design your shop or factory to secure this, you are all right, and the lighting for the dark part of the short days is only a minor matter.

This country employs labor-saving machinery to a greater extent than any other, yet laboring men and mechanics here get better wages and work steadier than in any other country.

A board thick at one end and thin at the other won't average up right—it makes too much shavings and not enough lumber.

Blessed is the filer that maintains a perfect tooth for he shall save hammer marks and elbow grease.

A medicine chest in a woodworking industry should be one of the requirements, for in a large plant scarcely a day passes without someone being more or less seriously hurt, and wounds have to be plastered and bandaged by rough hands and in a crude way. Mill men know how frequent and severe many of these accidents are. Lint, bandages and rolls of surgeon's plaster should always be kept in stock and convenient for these emergencies. Laws of many states require that "first aid" supplies always be on hand, but common sense should not make such legislation necessary.

Come to think of it, the band saw comes pretty near being the whole thing now. Even for work for which a few years ago it was thought nothing but the circular would ever be satisfactory, the band has proved itself efficient. The good old circular, however, will always have plenty to do.

One can test the metal of saws by running them into spikes, but that is not the right way to do it. The real test is the amount of good wood sawing it will do day after day. A. B. M.

H. A. McCOWEN, PRESIDENT PENROD-JURDEN & McCOWEN, MEMPHIS, TENN

R. L. JURDEN, VICE-PRESIDENT PENROD-JURDEN & McCOWEN, MEMPHIS, TENN

J. N. PENROD, TREASURER PENROD-JURDEN & McCOWEN, MEMPHIS, TENN

Important Hardwood Development

One of the most important changes that have taken place in the hardwood manufacturing field in a long while, briefly noted in the last issue, is the organization of Penrod-Jurden & McCowen of Memphis, Tenn., which has been incorporated there with $350,000 capital stock. H. A. McCowen, president of H. A. McCowen & Co., of Louisville, heads the new company of which R. L. Jurden, vice-president of the Penrod Walnut and Veneer Company of Kansas City, Mo., is vice-president and secretary, while J. N. Penrod, president of the Penrod Walnut and Veneer Company, is treasurer.

The new company, which has leased the yard and offices formerly used by the Bennett Hardwood Lumber Company of Memphis, has purchased the sawmill, timber, timberlands, lumber and all other holdings of the Penrod-Jurden-McCowen Lumber Company at Brasfield, Ark., and has also purchased the veneer mill of the Penrod Walnut and Veneer Company at Helena, Ark. With these mills in operation and the Memphis facilities, which will enable mixed cars of lumber and veneers to be handled conveniently, the company is in a position to take care of a wide range of consumers' requirements.

The Brasfield mill, which was completed last August, took the place of the plant which was destroyed by fire in April, 1914. It is a large and modern plant, being equipped with an 8′ Filer & Stowell bandmill, an 8′ McDonough resaw, Allis-Chalmers rope set works, and other up-to-date machinery. It has a capacity of 18,000,000 feet of hardwoods a year, its output consisting of oak, gum, ash and elm.

The Helena veneer mill is considered one of the most complete and modern plants of its kind in the country. It produces rotary cut white and red oak, gum, poplar, cypress, yellow pine, basswood cottonwood and other southern woods. Great stress has been laid upon correct manufacture and handling, features being the use of a 150-foot Philadelphia Textile drier and a 150-foot Smith plate roller drier, insuring all stock being flat and uniformly dried. The rotary machines in this plant include some of the largest ever manufactured, giving the concern a wide range of sizes.

H. A. McCowen, president of the new company, has long been a prominent figure in the hardwood business. He started manufacturing lumber at Salem, Ind., in 1892, and is president of the East St Louis Walnut Company, as well as that which bears his name. These enterprises will, of course, be continued without change. J. N. Penrod, treasurer of the company, is also a veteran of the Indiana hardwood field, the firm of Lesh, Penrod & Co. having been a prominent factor at Goshen for many years. He took control of the Des Moines Sawmill Company of Kansas City in 1896, the name being changed to the Penrod Walnut and Veneer Company, of which he is president and general manager. Mr. Jurden has been in active charge of manufacture and sales for this company at Kansas City and Helena, and is widely known in the veneer trade. He is now president of the Commercial Gum Rotary Association, and has been prominent in the walnut promotion campaign.

Mr. McCowen and Mr. Jurden will be actively engaged in the conduct of the new company and will make their homes in Memphis. Mr. Jurden will be particularly concerned with the operation of the veneer mill at Helena, while Mr. McCowen will devote himself largely to the Brasfield operation. Mr. Penrod will continue to give all of his time to the business of the Penrod Walnut and Veneer Company in Kansas City.

Boston Underwriting Expert Against Limiting Use of Wood

The Massachusetts Wholesale Lumber Association, Inc., held its meeting on March 19 at the Boston City Club. The principal business was consideration of the numerous drastic laws enacted and proposed with the object of decreasing the use of wood in building in order to diminish fire loss. Fred J. Hoxie, the noted underwriting authority and engineering specialist, was guest of the association and presented a paper on the subject, based on twenty-five years' experience in insurance inspection. The principles maintained comprise a systematic campaign on the prevention and extinguishing of fires, holding that wood, like many other articles of domestic and industrial use, is dangerous only when insufficiently guarded and protected; that the safe and economical course to reduce loss was to compensate for the combustibility of so many materials necessarily used in every community by careful development of proper means of promptly and effectually putting out unavoidable fires and reducing the causes of origin and that any practice of substituting fire retardant and resisting materials for the cheaper and more adaptable materials in common use was not only uneconomic but unsafe. He contends that the interest of the community as well as the lumbermen would be best served by advocating in public such safeguarding factors as can be established from time to time and thus allow the rent and tax payer and the general consumer to use whatever is best suited to his conditions. Such views originated by an expert should have a good effect in relieving the public as well as the lumbermen of much unnecessary adversity and still gain added and genuine security.

Pertinent Legal Findings

Measuring Damages Under Broken Contracts

The reports of the appellate courts contain almost innumerable decisions on questions relating to the amount which may be recovered for breach of a contract to sell and deliver lumber or other products of timber. A correspondent has looked over many of these as a basis for submitting the following observations for the interest of readers of HARDWOOD RECORD:

Broadly stated, the buyer's rights in such a case are restricted to such damages as have resulted to him as a direct and natural consequence of the seller's default. But, as a general rule, no recovery can be had for loss to the buyer which would not have been foreseen by the seller at the time the agreement for sale was entered into. Another cardinal principle which governs these cases is that the buyer must use a reasonable degree of diligence to minimize any loss resulting to him from the seller's breach. For instance, if a hardwood lumber company contracts to deliver a quantity of certain described material to a furniture manufacturing company, and fails to fulfill the agreement, the buying concern has no right to claim substantial damages against the seller, if it appears that, when the contract was broken, the buyer could have readily purchased the lumber elsewhere at a price which would have protected it against actual loss. This rule is based upon the well settled principle that mere invasion of a legal right does not give a right of action for substantial damages, unless there has been an unavoidable substantial loss to the party aggrieved.

It follows that, as a general rule, the damages which can be recovered for such a breach of agreement are to be measured by the excess of the market value of lumber contracted to be sold, at the agreed time and place for delivery, above the contract price. If, on such a breach of contract, the buyer can make a ready purchase in the same, or a nearby, market at the same cost as the contract price, including transportation charges, he will not be permitted to recover more than nominal damages. Sometimes, of course, the buyer finds it impossible to procure the same grade of lumber elsewhere that he has contracted for. In such case, it has been held that, if he is compelled to buy a better grade by inability to obtain the grade contracted for, he can recover the excess of the enhanced price paid on his actual purchase above the price at which the defaulting seller ageed to sell. (91 Northwestern Reporter 137.)

When a company, in making a contract to sell, is advised that the buyer is purchasing for some specific purpose, such as resale or use in a particular building, the buyer, on breach of the agreement, may recover the loss sustained by him as a direct consequence of being prevented from devoting the materials to such use, if he could not obtain lumber to fill his needs elsewhere. In such cases, the seller may become liable for the amount of profits lost by the buyer through non-fulfillment of the contract on the seller's part.

Since damages are computed with reference to the date when the breach occurs, if a contract of sale called for deliveries in installments at different times, the damages must be assessed with regard to the market value of the lumber at those various times. (Minnesota supreme court, 57 Northwestern Reporter 129.)

If the seller makes delivery within the stipulated time, but the shipment proves to be of inferior quality, the buyer, on choosing to retain the lumber and use it, instead of exercising his alternative right to reject the delivery, may enforce a claim for the excess of the market value of the lumber called for by the contract over the value of the lumber delivered. If the buyer rejects the delivery on account of inferiority in grade, his damages are measurable, of course, on the same basis as if there had been no delivery.

And when there is no total failure to make delivery, but merely a delay, the usual standard for recovery is the difference between the value of the lumber when actually delivered and its value when it should have been delivered, subject to application of the rule concerning special damages above mentioned.

In an eastern case it was agreed that logs should be delivered at a certain boom at prevailing market prices. On breach of the agreement on the part of the seller, it appeared that there had been no sales of logs at that place, and that, therefore, there was no market price there. In this situation it was held by a court that the damages should be assessed with reference to the market value of logs at the nearest neighboring boom, plus the cost of transportation to the particular boom. (53 Atlantic Reporter 1110.)

Applying the rule above stated that a person aggrieved through breach of an agreement must take reasonable steps to purchase elsewhere to minimize his damage, it has been judicially declared that where there was a shortage in standing timber contracted to be sold, the buyer could not recover substantial damages without showing that he was unable to buy other timber to take the place of the shortage in the same neighborhood at an equally favorable price.

To meet the common case where an agreement of sale gives the seller latitude in the matter of selecting grades or quantities to be shipped, it has been decided by a southwestern court that damages assessed for his failure to make any delivery must be based upon the smallest quantity of lumber which he could tender in performance of the contract, of the grade on which the loss sustained by the buyer would be the least. That is, it must be presumed that the seller would have chosen to make delivery of grades and quantities which would have been most favorable to himself.

In a southern lawsuit, it appeared that when defendant agreed to sell logs to a sawmill company, knowing that they were to be sawed into lumber for sale on the market, and that the company would thereby derive a certain profit. In this situation it was decided that the seller, on failing to make the agreed deliveries, was liable to the company for consequent loss of profits. But, of course, there could be no such recovery, if the sawmill company could have readily supplied itself with logs from another source.

A builder who has relied upon an agreement for delivery of lumber for use by him in constructing a certain building, and, on breach of the agreement by the seller, is delayed in procuring substitute materials elsewhere, can recover, as an element of his damage, for loss through his employes being idle awaiting delivery, and other items of damage naturally flowing from the breach on the seller's part.

Reclaiming Lumber on Buyer's Insolvency

According to the decision of the United States circuit court of appeals for the second circuit, handed down in the bankruptcy case of K. Marks & Co., 218 Federal Reporter 453, when a person purchases lumber on credit the seller is entitled to reclaim the lumber on discovering that the buyer was insolvent when he ordered the lumber, fraudulently concealed the fact of insolvency, and did not intend to pay the agreed price.

The Kentucky Compensation Act

The recent decision of the court of appeals of Kentucky holding that certain features of the workmen's compensation act are unconstitutional having created some misapprehension as to the effect of the decision, the court has just handed down a supplemental opinion making the decision more explicit (State Journal Company vs. Workmen's Compensation Board, 172 Southwestern Reporter 674). The court adheres to its decision that the law is invalid so far as it purports to limit the amount which may be recovered by an employe who has not expressly elected to be governed by the terms of the act, and so far as it provides for the payment into the compensation fund of awards for death of men who leave no dependent relatives. The supplemental opinion says:

"First, the provisions of the present compensation act, as far as they affect the employer, are unobjectionable, as they do not conflict with any provisions of the constitution. Second, any employe coming within the provisions of the act may voluntarily agree to accept its provisions fixing and limiting his recovery in case of injury. Third, he may likewise voluntarily accept the provisions of the act fixing the amount that shall be recovered in the event of his death, and said sum should be paid to his dependents, if he leaves any, and, if not, to his personal representatives."

The Lumbermen's Round Table

"Poplar All Gone"

One often wonders how public misimpressions on the subject of lumber become current. Very frequently it is because it is to the interest of somebody or other to spread the tidings, regardless of their truth. An instance of this came to notice recently.

A home was to be equipped with fly-screens. It was a rather large house, and the order amounted to something. There was considerable competition for the business among the various local screen concerns. One, which happened to be the largest and best known of all, quoted on cypress frames, while the others specified poplar.

The housewife was told by the glib salesman who represented the big concern that the only reason his house was using cypress was because the poplar was all gone! She repeated this to her husband, who happened to be sufficiently familiar with the lumber business to know that there is quite a little jag of poplar scattered about the country yet, and who consequently laughed when he heard what the salesman had said.

"Any concern which misrepresents in that way," he suggested, "is likely to be unreliable in other respects. I think we had better do business with somebody else."

So the order went to the other screen man, not because he specified poplar, but because the competing house lied about its reason for using another wood. Now, as a matter of fact, cypress may be just as good, or even better than poplar for this particular work; but instead of telling the consumer the wherefores and the whys, the salesman followed the line of least resistance: "The poplar's all gone!"

If there are many other screen manufacturers using a similar plan, don't be surprised to see this statement given credence in many quarters in the near future.

Why Dimension Is Unpopular

Those who believe that the theory of dimension stock in the hardwood lumber business is correct, and who wonder why it is not making greater headway, may find a solution of the problem in the character of material that is often furnished under the guise of dimension.

"Give a dog a bad name," and it is the same way in the lumber business. One trial that happens to be unsatisfactory because of the inability of the dimension man to produce good material will spoil the consumer for a long time to come.

"I used to think that dimension stock was a good thing," said a prominent buyer not long ago. "I even went so far as to place orders for it. But I'm cured; never again. The material came in here miscut, twisted and warped out of shape and in such bad condition generally that it had to be remanufactured, and much of it could not be used at all. The next time anybody suggests buying dimension stock to me, I am going to change the subject quickly before the impulse to rise and smite overcomes me."

Of course, the argument on the other hand is frequently heard that the buyer of dimension isn't willing to pay the price, and that if he gets stung in the quality of the material he gets, he oughtn't to kick; he should have expected it. However, that doesn't help the general proposition any, and the fact remains that if headway is to be made for the idea of using lumber cut to size, it must be properly manufactured so that it will really serve the purpose for which it was intended.

Keep Your Eyes Peeled

"Sermons in stones, books in the running brooks," can be translated to mean that the lumberman or veneer manufacturer or any other business man who keeps his eyes open can find suggestions all around him that he can use in his work.

The hardwood man who goes into a building and sees a new and unfamiliar finish ought to investigate. He may find that a wood which he has not been able to sell for interior trim is actually being consumed, and that he ought to get busy. Or if he has occasion to look into a furniture store window, he ought to consider the furniture with reference to the material as well as to the finished product.

A well-known manufacturer of built-up material said not long ago that he gets a lot of good suggestions by wandering through the furniture stocks in the retail stores, and noting how the work has been handled. He has made it a point to cultivate the acquaintance of the furniture merchants and their clerks, and he is given the right of way whenever he wants to investigate.

It may seem hardly worth while, to some people, to go to the trouble of looking into hardwood products long after they have ceased to be lumber or veneers or panels, but the wise business man wants to know what his goods look like when they reach the consumer.

The Purchase of Logs

In some parts of the country it has become the custom to pay two-thirds of the price of good logs for common. Yet experience has demonstrated that a common log seldom cuts out to as good advantage as this proportion would indicate. It is the good logs that the sawmill man can make money on. The poorer grade is often a losing venture.

"My plan has always been," said a successful log buyer recently, "to pay only half of the top price for common logs. I know that our mill can't saw up the common and make as much money, even at half price, as it does on good, and consequently I keep that proportion in mind. Sometimes it is necessary to offer a little more for the good in order to overcome this disadvantage, but the thing can usually be done if an effort is made in that direction. If the log owner refuses to take a price of that kind, I can often get the logs by naming a round price for the lot. Then it is a question of my judgment against his, of course, but experience is in my favor."

Speaking of log buying, the use of the rules proposed by the Southern Logging Association ought to help matters considerably, and reduce the troubles which are inherent in this end of the work. While it has been suggested that the farmer or other owner of timber will not consider himself bound by these rules, he is sure to be impressed by the fact that the rules are down in black and white, and the moral effect will be good. At any rate, the universal application of the rules will make it incumbent upon the man who has logs to sell to accept them.

Hauling Costs Rising

Sawmill men in the central part of the country report that the cost of hauling is getting to be almost prohibitive. The farmers seem to think that they have been doing the work too cheaply, and are putting up their prices right along. In a number of instances the mills have found it to their advantage to put their own teams in the field and do the work themselves, rather than submit to the exorbitant demands of the farmers.

In sections where the logs are brought in scattered lots, and must be hauled to the railroad, the latter item is an important one, and the log buyer should know something about these conditions when he makes his prices. A quotation which sounds good may be so much higher by the time the logs are laid down at the mill that a good buy may have been turned into one of doubtful value. The cost of hauling is naturally affected by the increased cost of feed and labor, but the general impression prevails that the farmer is merely asking more because he thinks he can get it. Hence driving a bargain for hauling is getting to be almost as important as buying the logs themselves.

A great deal of the oak used on the Pacific coast comes from the eastern part of Asia.

Forest fires in British Columbia covered more than 300,000 acres during the past year.

A mountain lion recently killed in the Grand Canyon game preserve, which adjoins the Tusayan national forest, measured ten feet from nose to tail. Mountain lions and other beasts of prey, such as wolves, coyotes, and wild cats, are killed by forest officers and game wardens because they are a menace to stock and to tame animals.

Wood and Water

It is well known that all wood contains more or less water. Absolutely dry wood is unknown in practice. If all the water should be expelled, so much heat would be required to do it that it would distil the wood—turn it into gas and charcoal. One hundred pounds of the driest wood that any man ever saw contained two or three pounds of water; and there that water will stay in spite of all the dry kilns that have ever been built and in spite of all the sun, wind, and time that may be brought to act upon it.

Just what would happen, speaking theoretically, if all the water could be extracted from a block of wood, no man can say. There are some theories on the subject. One of the greatest wood technologists the world has yet produced believed that if a sufficiently powerful and perfect microscope could be used, it would show that a piece of wood—the ultimate wood cell—is composed of crystals like grains of sugar or salt, and that thin films of water hold the crystals apart, yet bind them in a mass. The microscope shows the wood cell, and reveals its spiral bandages, and its openings and cavities; but no instrument has yet been made of sufficient power and perfection to reveal the ultimate crystals which the Swiss scientist believed are actually in existence and furnish the explanation of the impossibility of expelling all water from wood, without destroying the wood in the process.

How Much Moisture

That theorizing concerns the last remnant of water remaining in seasoned wood; but when the investigation turns to the other extreme of the question, and takes up the largest quantity of water which wood is capable of containing, theories may be left behind, and facts can be dealt with. Instruments have been perfected for measuring the amount of moisture in wood, and expressing it in percentages.

This is of practical value to everybody who deals in lumber, either in its manufacture or its use. It vitally concerns shippers of lumber; for who would not feel an interest in the subject, who has paid a freight bill of $1,000 on a lumber shipment, and is then informed that perhaps $300 of it was for water which might have been left behind by getting it out of the lumber before the shipment was made? It is safe to say that in the last ten years lumber dealers have paid enough freight charges on water to have built a considerable section of the Panama canal. Railroads and mining companies are not the only ones with water in their stock: lumbermen have a good deal of the genuine article in theirs on which they pay freight every day.

A thousand pounds of green lumber, fresh from the saw, and cut from green logs, contain from 400 to 500 pounds of water. The amount is far from constant. The average lies between the figures given. Some woods have twice as much as others, and the same species varies from ten to twenty per cent in practice. The trees of some regions hold more water than those from other regions, but in rare cases is a wood less than one-third water when it is freshly cut. The following table has been published as an example of the varying moisture content of different woods as well as the same wood growing in different regions:

PERCENTAGE OF MOISTURE IN WOODS GREEN FROM THE SAW

Species	Where From	Percentage of Moisture
Ash Black	Michigan	47.7
Ash White	Arkansas	28.0
Ash White	New York	28.6
Basswood (Linden)	Pennsylvania	49.7
Basswood (Linden)	Wisconsin	52.3
Beech	Indiana	37.9
Beech	Pennsylvania	39.9
Birch Sweet	Pennsylvania	37.3
Birch Yellow	Pennsylvania	37.0
Birch Yellow	Wisconsin	41.8
Buckeye Yellow	Tennessee	58.5
Butternut	Tennessee	51.6
Cherry Black	Pennsylvania	35.5
Chestnut	Tennessee	57.0
Cypress	Louisiana	44.0
Elm Rock	Wisconsin	31.2
Elm White	Pennsylvania	48.0
Gum Black	Tennessee	35.5
Gum Red	Missouri	41.6
Gum Tupelo	Louisiana	54.7
Hemlock	Tennessee	45.0
Hemlock	Wisconsin	56.3
Hickory Mockernut	Mississippi	41.0
Hickory Shagbark	Ohio	36.7
Mahogany	Mexican	36.0
Mahogany	Cuban	39.0
Mahogany	African	39.0
Maple Silver	Wisconsin	40.0
Maple Sugar	Indiana	36.4
Maple Sugar	Pennsylvania	40.0
Maple Sugar	Wisconsin	36.0
Oak Red	Arkansas	45.4
Oak Red	Indiana	44.5
Oak Red	Tennessee	46.0
Oak Swamp	Indiana	41.5
Oak White	Arkansas	36.7
Oak White	Indiana	38.0
Oak White	Louisiana	43.0
Oak Yellow	Wisconsin	44.4
Pine Long Leaf	Louisiana	48.5
Pine Norway	Wisconsin	47.0
Pine White	Wisconsin	42.5
Poplar (Aspen)	Wisconsin	49.0
Sycamore	Indiana	45.0
Sycamore	Tennessee	46.0

Different parts of the same trunk may show as much difference in moisture contents as is shown by trees growing a hundred miles apart.

The amount of water in a growing tree does not vary much with the seasons. If any difference, there is more water in winter than in summer, notwithstanding a common erroneous belief to the contrary.

After logs have been cut, if they remain a long time before being converted into lumber, the tendency is to become drier; but that is not a necessary result. They may absorb more water. That is nearly certain to happen if they lie in a very damp situation. If they remain for a time in a pond or a river they may soak up water enough to sink them, and that has happened many times. There is not a wood in the world that will float after it has become thoroughly soaked. All wood—absolute wood without air spaces—is heavier than water. Consequently, when all air spaces become filled by absorption and soaking, the wood will sink, no matter what species it may be or how dry it may once have been.

The Possibilities of Elm

There has never been in this country enough appreciation of or enough effort to develop the possibilities of good elm in cabinet work and interior trim. Elm has been extensively used in the furniture trade for many years but generally in the making of cheap furniture in which no effort is made to finish it to bring out the native beauty of the elm. Usually the efforts to finish consist of using a heavy paint-like stain so as to make it look as nearly as practical like oak or something else. Now and then one comes across an instance where some one has made good use of elm in a piece of furniture, where it is properly finished off. Also one now and then finds it used with the same care and appreciation in house trim. These instances are rare, however, and as a general thing there is but little appreciation of the possibilities of elm for face work. Right now there should be a splendid opportunity to develop the use of good elm. Popular taste is turning toward the softer tones in brown and gray, and here elm should enter readily. It has no distinctive figure but it has a soft color. Some gray elm when polished and finished as it should be presents a beautiful appearance and the red elm properly finished should find favor along with the softer tones in brown. It is a wood that has strength and body and will take a good finish, and something more should be made of it than just a material to use for cheap furniture. Elm has possibilities if it were but given anything like the attention and finish that is bestowed upon other woods, and then properly exploited.

Interesting Traffic Developments

In justification of the proposed increases on lumber from southern points to Ohio river crossings and other points, the Southern Railway in Mississippi has submitted a brief to the Interstate Commerce Commission. One of its main contentions is the need of the company for increased revenues. The brief points out that the company never has paid a dividend. It calls attention to the fact that the average freight revenue per mile in the southern district is $7,246 and the net operating revenue per mile is $2,962. In contrast to this, the freight revenue per mile on the Southern Railway in Mississippi is $2,290 and the net operating revenue is $554. Other facts are introduced to show that the financial condition of the road is far below that of other roads in the same section and throughout the southern district.

The testimony brought out the fact that seventy-five per cent of the lumber handled by the Southern Railway in Mississippi is gum and cottonwood. The remainder consists principally of ash, oak, cypress and elm.

It is also argued that the following language of the commission in the Chattanooga-Nashville lumber case is applicable in this case: "Protestants rely mainly upon the long continued maintenance of the seven cent rate from Nashville to Chattanooga and the nine cent rate from Chattanooga to Nashville. They say that the present rate from Chattanooga is so high that they can do but little business in Nashville, and that the eleven cent rate would be practically prohibitive. ('It is not clear, however,' the commission observes at this point, 'that their inability to sell in the Nashville market is due to the freight rate.') In this connection respondent shows that Nashville is the second largest hardwood lumber market in the world. ('It appears,' in the opinion of the commission, 'that the difficulties which protestants meet in Nashville are largely due to commercial conditions at that point.')"

One of the important decisions in the past two weeks is that in which the commission held that the Louisville & Nashville should permit reconsignment and diversions of carload shipments of lumber in transit from River Falls to Milwaukee, at Nashville and other points on its line, to Dubuque, Ia., on the basis of the joint rate from River Falls to Dubuque plus a maximum charge of $5 per car from the extra service incident to the diversion.

Proportional rates charged on lumber in carloads from Texas points to Eagle Pass and Laredo destined to points in Mexico are not unreasonable or prejudicial, according to a decision of the commission in the case of the Tilford-Hunt Lumber Company of Nacogdoches versus the St. Louis & Southerwestern.

Complaints of the Gulf Lumber Company, alleging unreasonable rates from Fullerton, La., to various interstate destinations, have been dismissed by the commission. In its decision the commission states that all questions involved have been disposed of in the tap line cases.

In the case of D. S. Pate versus the Southern Railway, in which interest on reparation was demanded, the commission has upheld the lumber company and has ordered the payment of the reparation of $961.17 together with interest from January 1, 1912.

An effort to obtain the reopening of its case against the Louisville & Nashville has been denied the Stearns & Culver Lumber Company.

A fourth section order concerning rates on lumber in carloads on the Nashville, Chattanooga & St. Louis, changes the effective date to April 15 instead of March 15.

A brief for the respondents has been submitted in the matter of rates on logs, rough staves and stave boards manufactured in transit at Alexandria and other stations in Louisiana. Morgan's Louisiana & Texas Railroad and Steamship Company and the Louisiana Western Railroad, the respondents, ask in their brief if carriers against their will are to be required to maintain transit privileges upon logs in this territory. They say the issue is clear cut and a just decision in the matter is obvious.

Proposed increases in the rates on logs, carloads, from Stuttgart and other points in Arkansas to Memphis has been suspended further until September 27. A previous suspension order withheld the rates from November 27 till March 27.

A complaint has been submitted to the commission by the Clark-Danforth Handle Company, Cairo, Ill., against the Mobile & Ohio. It has to do with the question of manufacturing in transit.

Misrouting and overcharge are alleged in a complaint submitted by the Ozark Cooperage and Lumber Company against the Yazoo & Mississippi Valley. Numerous shipments of ash staves from Mississippi points are involved.

Rates on veneer to eastern and middle western points are attacked in a complaint submitted by the Augusta Veneer Company, Augusta, Ga.

Baltimore Exports for February

While the export trade continues to be very much restricted there is encouragement in the statement of the forwardings from this port for February as compared with the same month in 1914. A decline is to be recorded as against January of some $6,000 in value, but the exhibit, when contrasted with the corresponding month of last year, is highly favorable for the reason that February, 1914, showed an incomparably greater reduction, the figures for January of that year having been $190,196 against $91,447 for January, 1915, while the value of the shipments made in February was $65,987 last year as against $59,806 this year. In other words, while the shipments in February, 1914, were valued at not more than about one-third those of the previous January, the proportion this year is approximately three-fifths, which must be regarded as a great gain relatively. Some of the items, like hickory logs and short leaf pine, made an actual advance, and there would be every reason to expect a continuance of the increase but for the almost insuperable obstacles that confront the exporters, among them the jumps in the ocean freight rates and the actual embargoes placed on the receipt of stocks by the steamship companies. The comparative statement of exports is as follows:

	February, 1915,		February, 1914,	
	Quantity.	Value.	Quantity.	Value.
Logs, hickory	70,000 ft.	$ 2,540	40,000 ft.	$ 1,422
Walnut	10,000 ft.	500	120,000 ft.	6,867
All others			50,000 ft.	1,964
Lumber, oak	587,000 ft.	20,910	807,000 ft.	26,482
White pine			3,000 ft.	116
Shortleaf pine	188,000 ft.	6,746	121,000 ft.	3,920
Poplar	105,000 ft.	3,830	155,000 ft.	8,058
All others	162,000 ft.	7,480	137,000 ft.	6,894
Shocks, all others			1,504	1,654
Staves	11,359	1,375	3,953	415
All other mfgrs. of hdwd.		1,300		12,025
Doors		3,613		1,118
Furniture		3,473		1,118
All other mfrs. of wood		8,069		20,514
Total		$59,806		$91,447

The Forest Service is co-operating with fifty-four railroads, mining companies, pole companies, and cities in making tests of wooden ties, timbers, poles, piling, and paving blocks which have been given preservative treatments.

Pipe Stems of Bird Cherry

The pipe stem is one of the smallest articles made of wood, and has attracted no particular attention from those who make a business of compiling statistics to show how much and what kinds of wood are used in the country. Consequently, there seem to be no available statistics showing how much or what kinds of wood are made into pipe stems.

A common material for that purpose is a species of wild cherry that grows throughout half of the United States and in nearly half of Canada. It has a long list of names, some applied locally and others are quite general. The most common of the names are bird cherry and fire cherry; but it has other titles, among them wild red cherry, pin cherry, pigeon cherry, and simply wild cherry.

The name "wild red cherry" is not an inappropriate name for this bush or tree, because it is the only wild cherry, of the eight or nine species in the United States, that is red when fully ripe, though two others are red before ripe but change to purple or black afterwards.

No lumberman ever struck an axe into the trunk of this cherry for business purposes; because not one trunk, probably, in a million ever attains a diameter of one foot. Enormous numbers spring up in regions bared by fire, but they die young. Most of them begin to die within four or five years after they spring up; a smaller number survive fifteen or twenty years; and only in rare cases does one attain pole size. The extreme size is stated to be eighteen inches in diameter; but it is doubtful if any man in his whole life ever saw two of the trees that large.

The forester concedes that the wild red cherry (which he calls *Prunus pennsylvanica*) is a good thing in its place. Its dense thickets provide protection to areas which otherwise would be barren. Under this protection, trees more valuable are able to secure a foothold, and when the cherry bushes die, which takes place speedily, the better trees hold the ground.

As far as can be ascertained, the pipe stem maker is the only person who has ever found a use for the wood of this cherry. When the bush is small, say four or five years old, the central stem and the branches are long and smooth, with bright bark, decorated with markings running a fourth or a third of the way round the stems at frequent intervals, and giving a pleasing figure. These markings are lenticel scars—as botanists call them. They are holes in the bark, and through them the growing wood gets rid of some of the water or sap which it no longer needs. Nearly all kinds of cherry trees have these markings, and they are prominent also on certain birches and other trees.

The pipe stem maker values these decorations highly. Aside from these ornamental markings it is not apparent that the cherry stem has any particular value over many other woods. The pipe stems are made in all sizes from nearly an inch in diameter down to a quarter of an inch, and in length from three or four inches up to two feet, and a few are still longer. A hole is bored lengthwise through the stem, and three or four scallops and trimmings with a knife complete the process of manufacture, ready for the stem's attachment to the bowl. Occasionally a varnish or filler of some sort is used, but most have no artificial finish after the desired shape has been given.

There appears to be no particular time or place of cutting the stock, but winter cutting is preferred because the bark is then tight and is less liable to injury in handling. The probability that the supply will become scarce is remote, as any person will speedily conclude who has ever seen a thicket of this cherry and noted the number of thickets in a region. It is a thinly-stocked acre which will not easily yield ten thousand first-class pipe stems. A single ridge on some of the spurs of the Alleghany mountains contains enough of this cherry to supply stems for all the pipes of earth, from the creation of Adam till the last human footprint fades from the sands of time at the end of the world.

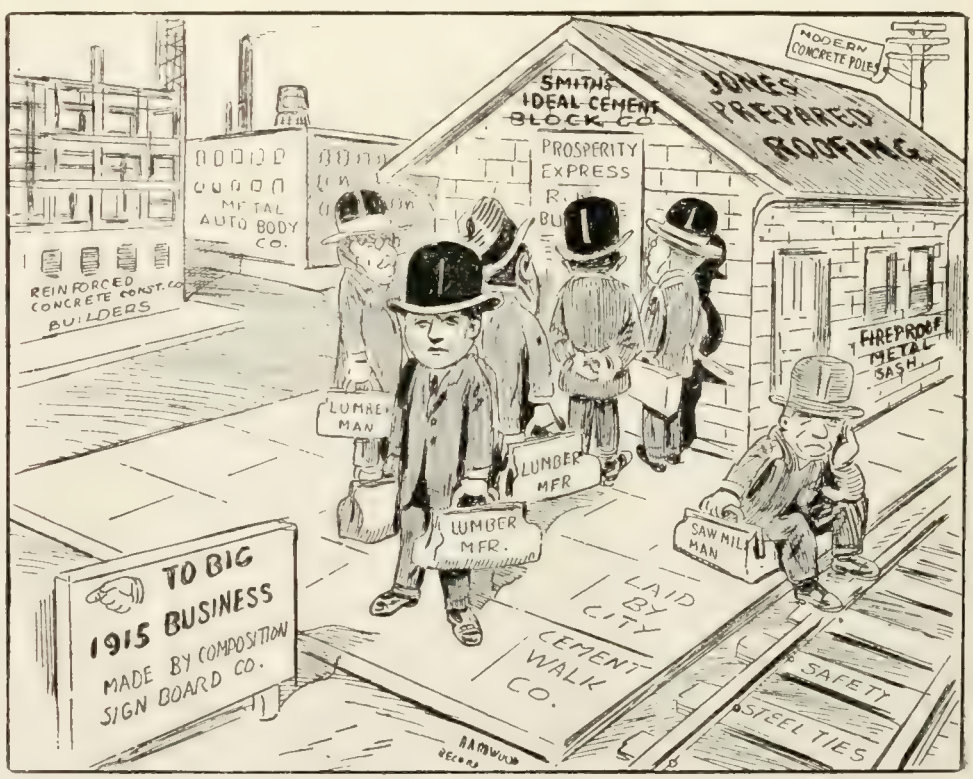
Sometimes the pipe's bowl as well as the stem is of this wood, with the bark still on. The effect is rustic, but such a pipe is not of high grade. The bowl is inclined to burn, and when it escapes that mishap, the heat from the burning tobacco causes the bowl to check and split in a short time.

Chicago Council Adopts Increased Fire Limits

At a meeting of the council of the city of Chicago, held at the council chamber on March 22, it was decided by vote of thirty-nine to six to adopt the recommendations for enlarging the fire limits of the city, whereunder they are increased some twenty square miles in area. For a time it looked as though there would be an effort to extend the limits twenty square miles further than the district described in the provision adopted, but this provisional fire limit plan was unfavorably received.

There have been rather vague charges raised against lumbermen to the effect that they had provided $1,000,000 at a recent meeting to fight the measure. The ridiculousness of the charges are, of course, shown on the face of them, but there are plenty of people in Chicago who have been willing to give the charge credence in spite of very forceful and convincing denials of any such action and of grounds for even suspecting anything of this sort of the lumbermen of this city.

All the honor is not in the work of the big saws; the little ones cut wood, too.



THE HANDWRITING ON THE WALL, AND YET THEY WONDER WHY THE TRAIN IS LATE.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter and enclosing a self-addressed stamped envelope.

B 879—In the Market for Cottonwood

Louisville, Ky., March 9.—Editor HARDWOOD RECORD: We are wanting several carloads of 4/4 panel and wide No. 1 cottonwood, to be 21" and up wide. Can you put us in touch with concerns that produce or have in stock cottonwood of these dimensions? ——————.

A list has been supplied the above correspondent. Those interested will be given the address upon application.—EDITOR.

B 880—Wants Oak Sawdust

New York, N. Y., March 12.—Editor HARDWOOD RECORD: We are in the market for dry oak sawdust which we would buy in carload lots, delivered on a Boston rate of freight. If you could put us in touch with anyone who could furnish this, we would appreciate it. ——————.

Those within convenient shipping distance desirous of getting in touch with this prospective customer will be supplied the address upon request.—EDITOR.

B 881—In the Market for Red Gum

San Francisco, Cal., March 12.—Editor HARDWOOD RECORD: We are in the market for a car containing about even quantities of 2½", 3" and 4" firsts and seconds red gum, either plain or quartered, dry stock, suitable for retail yard trade.

Can you put us into communication with anyone who can furnish this stock? ——————.

The above has been referred to sources of supply for red gum desired. Those interested may have the address upon request.—EDITOR.

B 882—In Need of Hardwood Squares

Amsterdam, N. Y., March 10.—Editor HARDWOOD RECORD: We have been referred to you in regard to putting us in touch with someone who can supply us with 1⅛x1⅛x42", and 1¼x1¼x42" hardwood, air dried or kiln dried, squares. ——————.

Those having this line of dimension stock and desiring to dispose of it will be placed in communication with this prospective customer by addressing HARDWOOD RECORD.—EDITOR.

B 883—Dimension Stock

Muskegon, Mich., March 13.—Editor HARDWOOD RECORD: Can you furnish us with a list of hardwood mills who cut dimension stock? If you can we would appreciate it very much. ——————.

This inquiry comes from a well-known furniture manufacturer. Any readers desirous of corresponding with the writer will be forwarded the address.—EDITOR.

B 884—Regarding Quarter-sawing Oak

Brooklyn, N. Y., March 13.—Editor HARDWOOD RECORD: Will you please send me information on how quartered oak is cut? Also approximate percentage of waste in both plain sawing and quarter sawing. ——————.

HARDWOOD RECORD has advised that quarter-sawing is done by first quartering the log, and then sawing each board from heart to bark. The medullary rays, which are the bright streaks in wood, run from the center to the bark of a log, like spokes of a wheel. Quarter-sawing is done for the purpose of exposing as much of these bright streaks to view as possible. In sawing, the piece on the mill carriage is turned after a few boards are cut, so that the saw will constantly cut along radial lines, that is, from heart to sap.

There is more waste in this method than in plain sawing, because several pieces, thick on one edge and thin on the other, must be thrown away. It is not easy to say what this average waste is, because it varies with the size of the log and for other reasons; but it is safe to say that it is never less than ten per cent in excess of plain sawing. The waste in plain sawing also varies greatly, but usually runs from twenty to thirty per cent of the log, if slabs, sawdust, trimmings and defects are counted.

Any wood may be quarter-sawed, but only a few are so worked in practice, because most woods are not improved in appearance by the method of conversion. Quartered oak exceeds all other quartered woods combined; but some sycamore, beech, red gum, yellow poplar and others are occasionally worked in that way.—EDITOR.

B 885—Method for Figuring Small Dimension

Aurora, Ind., March 16.—Editor HARDWOOD RECORD: Have you ever come across [illegible] a short and quick method of figuring board measure feet in small dimension stock, say like [illegible]. We [illegible] have a good deal of this to do and want to learn the best and shortest method. There are such a variety of sizes that it would be impossible to figure out a table that would be of any use. Will thank you for any information. ——————.

This concern has been informed that in view of the fact that its dimension stock comes in such a variety of sizes, rendering the use of a table impossible in calculating the board feet, it is doubtful if any short method has ever been or can ever be devised for doing it if each size is separately measured.

A method that has proved satisfactory where small pieces in large quantity have been bought by measurement, is to pile them solid in a rectangular rick, measure its cubic contents and reduce that to board feet. The piling, of course, entails considerable work, but a boy can do it, and the cost is far less than it would be to figure each separate piece. It is necessary that no vacant spaces be left, otherwise you will be paying for wood which you are not getting.

A rectangular pile of any size can be measured and reduced to board feet in ten minutes, and it will take no longer to measure 100,000 feet than 100, after the stuff is properly piled. Possibly this suggestion will help you out.

Will be pleased to have suggestions on this shubject from readers.—EDITOR.

B 886—Wants to Buy Quantities of Northern Woods and Special Stock

New York, N. Y., March 19.—Editor HARDWOOD RECORD: We have an inquiry from abroad for beach, birch and maple to be used in the manufacture of cheap chairs. On account of the high duty now in force on the manufactured product, our clients are anticipating manufacturing these chairs themselves. They do not specify the dimensions they require, but we presume that they will take about the same stock as is used by the chair manufacturers in this country for this purpose. We would be pleased to get in touch with concerns able to give us the necessary information and prices in this regard.

We also have an inquiry from abroad for chair rockers. This stock has been heretofore manufactured out of native woods, but our clients are desirous of replacing same with cheap American wood. These rockers would have to be made to pattern, which we will furnish any interested parties. Deliveries on both these items require F. O. B. New York for export in carload lots. ——————.

Concerns interested in this inquiry can have the necessary information by writing HARDWOOD RECORD.—EDITOR.

B 887—Wants to Buy Basswood Logs

Liverpool, England, February 26.—Editor HARDWOOD RECORD: Looking back through your issue of October 25, 1914, we observe an inquiry for basswood logs. We are also open for this stock, and shall be much obliged if you are in a position to give us the names of any firms on your side who can supply them. ——————.

This inquiry speaks for itself.—EDITOR.

B 888—Wants to Buy Prime Hickory Logs

A prominent firm in England has written us under date of March 11 stating it wanted to receive regular shipments of prime hickory logs, and asks that interested parties state sizes and earliest shipment that could be made.

B 889—Wants to Make Connection for Glued-up Dimension Stock

The following letter has been received by a manufacturer of glue jointing machines:

South Bend, Ind., March 1.—Some of our customers have recently made inquiry for glued dimension in oak. We do not operate machinery, but we would like to have you put us in touch with some manufacturing institutions who have a glue jointer and who would, in your opinion, consider supplying glued-up dimension. This dimension runs in quartered and plain white and red oak 1" and 1¼" stock and size about 12x12" and 24" or multiples. Stock to be surfaced one side.

This offers an opportunity for manufacturers of built up dimension. Interested parties can have the necessary information by writing HARDWOOD RECORD.—EDITOR.

B 890—Wants to Buy Redwood Veneers

A large veneer concern in the Middle West has written HARDWOOD RECORD that one of its customers wants to buy large quantities of

redwood veneers, either sawed or rotary, in 1 15 and 3 32" thicknesses. This concern states that there is an order in prospect for about ten cars if the stock can be secured.

Readers of HARDWOOD RECORD who happen to be manufacturing redwood veneers, or are in touch with people who do, will probably find this a profitable line to follow up.—EDITOR.

B 891—Corrects News Item

In a recent issue of HARDWOOD RECORD there appeared an item to the effect that the Williams Brothers Company, Cadillac, Mich., had cut out all its timber on the Ann Arbor road. Readers of HARDWOOD RECORD will be interested to know that according to a postal from the Williams Brothers Company it still has a three years' cut on the Ann Arbor road at Saunders Siding. It has merely finished there this season.

Clubs and Associations

Buffalo Exchange Elects New Officers

William P. Betts was elected president of the Buffalo Lumber Exchange at the annual meeting this month, succeeding A. W. Kreinheder, whose term had expired. Horace F. Taylor was chosen vice-president, and John S. Tyler re-elected secretary and treasurer. The following directors were chosen: A. W. Kreinheder, W. P. Betts, H. F. Taylor, J. S. Tyler, O. E. Yeager, C. N. Perrin, H. I. Abbott, T. H. Wall, C. W. Hurd, A. A. Mason and F. M. Sullivan.

A matter taken up at this meeting was the brief of the National Wholesale Lumber Dealers' Association before the Interstate Commerce Commission in the matter of freight bills. It is contended that the carrier should not disclose the name of the original shipper or point of shipment of lumber where the original consignee has diverted or reconsigned a shipment, or where he gives the delivering carrier an order to deliver it to his customer and specifies on that order that the carrier shall not disclose the name of the original shipper or point of shipment.

Philadelphia Exchange Meets

The regular monthly meeting of the Philadelphia Lumbermen's Exchange was held on March 4. At this meeting President Fritz, who represented the exchange at the third annual convention of the Chamber of Commerce of the United States of America, held at the New Willard Hotel, Washington, D. C., on March 2, 3, 4 and 5, read an interesting detailed report of the work done at the convention. He spoke of the get-together luncheon held at the Ebbett House and the interesting addresses made by President Wilson, Secretary Bryan, Secretary McAdoo and Senator Thomas E. Burton of Ohio. Mr. Fritz stated that the organization is doing great work and carries much weight in Washington and elsewhere.

B. Franklin Betts, Benjamin Stoker and Omen M. Bruner were appointed delegates to represent the exchange at the next convention of the American Academy of Political and Social Science, to be held on April 30 and May 1.

Eugene W. Fry, Robert B. Rayner and W. H. Smedley, were appointed a committee to meet with delegates of other commercial organizations of Philadelphia to consider the question of legislation relating to the regulation of transportation matters and with a view of organizing a joint executive committee on the improvement of the harbor of Philadelphia and the Delaware and Schuylkill rivers. A committee was also appointed to study Governor Brumbaugh's compensation bill and communicate opinion to the governor.

The office and entertainment committee of the exchange was instructed to arrange for the annual banquet which will be held on April 8, following the annual meeting.

The exchange endorsed the A. Merritt Taylor Rapid Transit Bill for efficient rapid transit at this meeting. At the next monthly meeting of the exchange, which will be held on April 1, directors for 1915, will be nominated.

Nashville Club Elects New Officers

The annual meeting of the Nashville Lumbermen's Club took place in the Commercial Club rooms on Saturday, March 13. Vice-president Charles E. Hunt, of Hunt, Washington & Smith, presided in the absence of President Henderson Baker, and as at the previous meeting the secretary was instructed to cast the ballot at this meeting for the ticket as proposed by the nominating committee, this was carried out on due motion.

The new officers and directors are: Charles E. Hunt, president; William M. Farris, Jr., and Harold Greene, vice-presidents; Sam K. Cowen, treasurer; Cecil Ewing, secretary; directors, A. B. Ransom, C. M. Morford, P. J. Loevenhart, S. Lieberman and Henderson Baker.

The report of Secretary Greene showed that the club is in excellent shape financially and still retains a balance in the treasury.

President Hunt, on taking the chair, made the usual speech of appreciation, asking for the co-operation of the club members in carrying out any policies he might be able to put into effect.

A call was made for a report from the committee on the constitution and by-laws, which submitted a new constitution and by-laws to be used in connection with the application for a charter which will be applied for in the near future.

Important Conference to Be Held in Memphis

One of the most unique conferences in the history of the lumber and railroad business in the South will be held at Memphis April 7. It has been arranged under the auspices of the Southern Hardwood Traffic Association and it is expected that presidents and traffic managers of practically every railroad operating through the southern hardwood producing territory will be present. It is also expected that over 300 hardwood lumber manufacturers and distributors will be in attendance. This conference has been called for the specific purpose of bringing railroad and lumbermen together in order that an understanding may be reached in connection with the general subject of freight rates on lumber and forest products. A number of railroad men have already signified their intention of being present and it is known that the lumbermen will take quite an active interest in the conference and will lend their presence and support thereto.

A great deal of litigation has been connected with the subject of lumber rates from almost every point in the South to almost every destination in America within the past two or three years. A number of important contests, involving lumber rates, are at present pending before the Interstate Commerce Commission and this conference has been arranged to see if common ground cannot be reached whereby some sort of adjustment can be effected. John W. McClure, president of the Southern Hardwood Traffic Association, is authority for the statement that the lumber people are ready to lay their cards upon the table and they are going to ask that the railroad men do the same thing. The former are willing to bring their records to the conference and show just exactly what sort of profits they are making out

WILLIAM P. BETTS, PRESIDENT BUFFALO LUMBER EXCHANGE.

HORACE F. TAYLOR, VICE-PRESIDENT BUFFALO LUMBER EXCHANGE.

JOHN S. TYLER, SECRETARY TREASURER BUFFALO LUMBER EXCHANGE.

of their lumber business and what will be the result if some of the rates now in controversy are actually put into effect. They are going to ask that the railroads be equally frank with them in the hope that an adjustment may be brought about which will make it possible for the railroads to enjoy a reasonable rate and at the same time give the lumbermen a chance to continue their business successfully.

It has been known for some time that the Southern Hardwood Traffic Association was planning this conference, but it had to feel its way. It sent out invitations to railroad presidents, traffic managers and others connected with the handling of freight. It also sent out invitations to about 1,000 manufacturers and distributors of hardwood lumber throughout the South. Within the past few days a number of acceptances have been received from the railroad men and fully 300 manufacturers and distributors of lumber have signified their intention of being present. With this encouragement, the association has made definite announcement of the date and place of the meeting, as already given, Hotel Gayoso, Memphis, April 7.

A spirit of harmony between the railroad men and representatives of the lumber industry will be sought through this conference and it is emphasized by some members of the trade that the consequences may be of the most far-reaching importance, both to the railroads and the hardwood lumber industry. There has been entirely too much antagonism between the carriers and the lumber people, in the opinion of some members of the trade, and it is hoped to bring about such relations that both will deal with each other in a more friendly spirit. There are questions about the operation of railroads and difficulties which the carrier must overcome of which the average shipper is entirely ignorant. On the other hand it is felt that there are many phases of the hardwood lumber industry, from the time the tree is cut in the woods until the product is finally marketed, regarding which there is sad lack of knowledge on the part of the traffic heads of the railroad systems. It is believed that an interchange of views on these subjects and mutual enlightenment regarding the railroad and lumber business must necessarily prove of vast benefit all around.

The committee in whose hands plans for the meeting have been placed is composed of the following: George D. Burgess, Rusee & Burgess, Inc., Memphis, chairman; W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss.; James E. Stark, James E. Stark & Co., Memphis; Frank F. Fee, the Fee-Crayton Hardwood Lumber Company, Dermott, Ark.; Frank B. Robertson, the Anderson-Tully Company, Memphis, and F. R. Gadd, the Wisconsin Lumber Company, Chicago.

Chairman Interstate Commerce Commission

The new chairman for the Interstate Commerce Commission elected at Washington on March 17 is C. C. McChord, formerly of Louisville. Mr. McChord has served as a commissioner in this work for some time past.

Organization of Western Veneer Men

The Pacific Coast Veneer Association is the style of an organization, the initial plans of which were launched at a meeting held a short time ago at Tacoma, Wash. The association will embrace manufacturers of veneers and veneered boxes in the West, and will take in practically all of the leading manufacturers in this line.

Efforts to Revivify Hoo-Hoo

E. D. Tennant, snark of the universe, has had active charge of the scrivenoter's office at St. Louis since his appointment at the joint meeting at the house of ancients and the supreme nine at Chicago a few weeks ago. Mr. Tennant has sent out the following appeal, giving a summary of the conditions of the organization:

Believing that the members of the order are entitled to know why the executive officers have had to make an assessment of $2 per member, I submit the following:

Owing to Scrivenoter Stephenson's condition being such that he cannot come to the office and straighten out his records, I am unable to give a correct statement of receipts and expenditures for all the year. I am, however, making a careful audit and hope to have the records straightened up at an early date. We will require about $5,250 to take care of present existing death emergency claims, and we need as much more for current liabilities, also funds for the carrying on of the regular business affairs of the order. The supreme nine will install a system with a view to preventing future mistakes.

Our records show an active membership of over 11,000. Our liability, divided amongst this number, is small. Two dollars per member will pay all liabilities and leave a surplus sufficient, with the raised dues next year, to put the order on a sound financial basis and keep it there. Our records show that practically all of our active members have paid 1915 dues. This means that Hoo-Hoo is alive and that, in spite of the strenuous times, its members have not lost interest. But our dues have been too small to avoid going behind.

Regarding the deficit contribution asked for in December, the amount collected was insufficient to relieve our present condition. Receipts on this call were to be acknowledged only under the roll of honor in the bulletin. However, the scrivenoter's ill-health has prevented the bulletin being published since November. It was decided at the Chicago meeting to defer future publications until our finances would permit.

The hand book has not been mailed out owing to the cost of postage. This book has cost the order, including printing and cost of labor, about seventy-five cents per copy. It was decided at the meeting that vicegerent snarks would be supplied with copies, but that members who desire them would be charged a nominal fee of fifty cents each. If you wish to secure a copy, kindly include fifty cents in your assessment remittance and advise this office.

I personally believe in Hoo-Hoo. It could not have lived this long if the idea were not right. Judging from the numerous personal letters and messages I have lately received, I am certain that the members want the order perpetuated, and are willing to help do it. Now, do your share; put Hoo-Hoo on a solid, permanent basis. Mistakes made in the past will be avoided and the business affairs of the order handled in a manner that will win the approval and support of the entire membership.

In addition to the appeal, the following is contained in Snark Tennant's statement:

Supreme Snark E. D. Tennant and Supreme Gurdon G. H. Grayson had charge of the scrivenoter's office since appointment at the recent conference, and will be in active charge until a competent man can be employed. The scrivenoter will hereafter be elected and will serve without salary.

The supreme nine will be empowered to employ a competent manager to handle the business of Hoo-Hoo under supervision of that body.

The annual dues will be increased to $3.65, effective September 9 on present members. An immediate assessment of two dollars per member was levied to raise necessary funds immediately.

Memphis Club Appoints Inspection Committee

The Lumbermen's Club of Memphis, at its regular semi-monthly meeting, held at the Hotel Gayoso Saturday, March 13, decided upon the creation of an inspection committee which will make investigations from time to time in connection with the subject of inspection and inspection rules and report its findings to the club in order that this body may act as a unit on matters relating to this subject. It was made quite clear that this committee is to be entirely independent and wholly impartial. The reason for this will be readily understood when it is stated that there are a number of members of the Lumbermen's Club who are identified with the National Hardwood Lumber Association and also quite a goodly number connected with the Hardwood Manufacturers' Association and still other organizations which maintain inspection bureaus and promulgate inspection rules. This committee, which is regarded as by far the most important created in a long while by this organization, is composed of John W. Welsh, chairman; R. H. Darnell of R. J. Darnell, Inc.; Edgar Lehr, Green River Lumber Company; W. L. Crenshaw, Crenshaw-Gary Lumber Company, and F. W. Dugan, Dugan Lumber Company.

The entertainment committee was authorized to make the necessary arrangements for another dinner dance to be given under the auspices of the club. The entertainment committee stated that a number of members had requested that another one of these informal affairs be arranged, and this was all that was required to bring forth the necessary authorization. The expenses of these dances are borne by the members of the club who actually attend.

Fred Conn of the Bayou Land and Lumber Company, Cincinnati and Yazoo City, Miss., was elected an associate member.

This meeting was exceptionally well attended, there being sixty-eight members and guests present. The usual luncheon was served. C. G. Kadel was in the chair. Among the visitors was Earl Palmer, Paducah, Ky., a former president of the National Hardwood Lumber Association. Mr. Palmer is well known in Memphis, having been in close touch with the trade of this city and section for a number of years.

Cypress in the Year 1914

George E. Watson, secretary of the Southern Cypress Manufacturers' Association, has given out figures on the cypress business for the calendar year 1914. He said that busines was relatively better for cypress than for any other wood. Mills ran on nearly full time, except in December, and sales were good. Stocks on hand January 1 were only four per cent larger than for the corresponding date a year before.

National Lumber Manufacturers' New Quarters

On May 1 the offices of the National Lumber Manufacturers' Association will be moved from present quarters on the sixteenth floor of the Otis building, LaSalle and Madison streets, to new offices on the ninth floor of the Lumbermen's and Manufacturers' building now nearing completion directly across LaSalle street from the Otis building. The new quarters will include rooms 923-932, and will furnish ample room for transacting all the association's business.

Board of Directors of the National Chamber of Commerce Meets

Many matters of importance were taken up at the two days' session of the board of directors of the Chamber of Commerce of the United States held at Washington a short time ago. Foremost among these was the appointment of a federal trade committee which will act in co-operation with the new Federal Trade Commission. It is composed of nine members.

The board decided to test in the courts the correctness of the regulations of the Treasury Department which for the purpose of the law taxing net incomes, requires business men to account for gains from all of their transactions, but permits them to deduct only such losses as are incurred in their regular occupations. The directors are anxious not to provoke a controversy in the matter in an antagonistic spirit, but felt that it was important to have it settled.

Further effort was in the direction of co-operation with a national system of labor exchanges to deal with questions of unemployment. The board voted to appoint a committee to study these plans.

Regarding the tariff commission, the board voted to appoint a special committee to consider the present status of the situation. Similar action was also taken regarding the National budget.

Other important questions coming up for consideration were rural credits, pure fabric law and new members. The directors voted to appoint a special committee to make a study of the first two subjects.

Samuel McRoberts of New York and Joseph H. Defrees of Chicago were elected vice-presidents. President Fahey, in commenting on business conditions, spoke with a great deal of optimism and assurance as to future developments.

With the Trade

Columbia Hardwood Lumber Company Buys New Property

The Columbia Hardwood Lumber Company of Memphis has taken over the properties of the Peniscot Lumber Company, purchased some time ago. The consideration was $60,500 and the financial end of the transaction has been completed. Included in the property, aside from the timberlands, are five sawmills and two railroads. The new owners have begun overhauling the sawmills and repairing the railroad tracks with a view to beginning operations in the near future. It is estimated that about $25,000 will be spent in these improvements. John Schoen, Chicago, is president of the Columbia Hardwood Lumber Company, while Ed. Schoen is vice-president. These gentlemen have spent some time in Memphis recently in closing up the negotiations which were conducted through their attorney, L. T. FitzHugh.

J. M. English & Co. Lose Lumber by Fire

About 500,000 feet of lumber, the property of J. M. English & Co., Asheville, N. C., which was stacked at Yellow Creek, was destroyed by fire on March 14. It is stated the loss approximates $20,000 and was partially covered by insurance.

The lumber was stacked at the company's mill, which, however, was saved by the energetic work of men around the plant. Also 500,000 feet of lumber stacked in another yard remained untouched.

Change in Norman Operations

The Holly Ridge Lumber Company has been incorporated in Louisville with $150,000 capital stock, and the Norman Lumber Company of Louisville has decreased its capitalization from $150,000 to $75,000. This action indicates a marked change in the policy of the Norman Lumber Company, which has been operating a mill at Holly Ridge, La., taking the timber, other than white oak, off the 35,000-acre tract of the Chess & Wymond Company, Louisville coopers. The Norman company has sold its mill to the Holly Ridge concern, E. B. Norman, vice-president of the Norman Lumber Company, becoming its vice-president and general manager. He will be in charge of the mill operation. It will now have access to more of the timber of the Chess & Wymond Company, which controls the Holly Ridge concern, and will probably enlarge its operation. On the other hand, the Norman Lumber Company, whose business will now be concentrated in Louisville, plans to enlarge, and especially to develop the manufacture of poplar bevel siding and interior finish.

E. B. NORMAN, VICE PRESIDENT AND MANAGER HOLLY RIDGE LUMBER COMPANY, HOLLY RIDGE, LA., AND LOUISVILLE, KY.

Large Timber Sale

Recent reports from Marinette, Wis., say that one of the largest lumber deals of recent years in that locality was completed recently. The Peshtigo Lumber Company of Peshtigo, Wis., sold to the J. W. Wells Lumber Company of Menominee from 20,000,000 to 40,000,000 feet of timber located in Marinette county near Taylor Rapids. The consideration is more than $100,000. It is understood that the Wells company will take all this timber to Menominee and it will add several years to the life of the big sawmill owned by that company there.

Traffic Expert Talks on War End

J. H. Townshend, manager of the Southern Hardwood Traffic Association, recently returned to Memphis from a trip to Washington. He said that the opinion seems to be everywhere that the war will be ended during the fall. He said this opinion emanates from all quarters and seems to have a pretty sound basis as coming from people higher up in the capital. Mr. Townshend says that officials who are in close touch with the situation do not think that it will be possible for the war to continue much longer than the fall on account of the growing sentiment against it among the warring nations, and the tremendous expense.

Vestal-Frantz

HARDWOOD RECORD is in receipt of an announcement of the approaching marriage of E. M. Vestal of the Vestal Lumber & Manufacturing Company, Knoxville, Tenn., to Miss Dorothy Jean Frantz, daughter of Mr. and Mrs. Robert Lee Frantz, 2969 Poppleton avenue, Omaha, Neb., on Tuesday afternoon, April 6. The couple will be at home at 1801 Washington avenue, Knoxville, after May 1.

Bankruptcy Sale of Pittsburgh Company's Assets

W. B. Fell, receiver in bankruptcy of the estate of The Western Lumber Company, bankrupt, will offer for sale at public auction on Monday, March 29, at 11:00 o'clock, in the company's offices in the Oliver building, the entire personal property of the bankrupt on the premises, consisting of office furniture, fixtures, etc. The terms of sale are twenty-five per cent of amount bid at time of public auction, balance upon confirmation of sale by United States district court.

Regarding the Pine Bluff Lumber and Box Company

The Pine Bluff Lumber & Box Company, Clio, Ark., announces that it has leased the hardwood flooring plant, planing mill and box plant formerly owned by the Triangle Lumber Company of Clio. The Pine Bluff Lumber & Box Company will operate the plant, the output being 10,000 feet of flooring and 25,000 feet of box material a day. Edgar Brewster is president and A. V. Brewster, secretary.

W. W. Brown to Go with Park Falls Lumber Company

W. W. Brown, who for the last two years has been lumber buyer for the Hamilton Manufacturing Company, Two Rivers, Wis., will sever his connection with that institution on April 15 in order to become manager of the hardwood department of the Park Falls Lumber Company, Park Falls, Wis. This company is pretty well known as an important factor in the extensive Hines' interests and has heretofore been run directly from the Chicago offices and the hardwood sales made in connection with the sales of other Hines' lumber. Mr. Brown, as manager of the hardwood end, will handle the sale of the entire hardwood cut, which will run from 15,000,000 to 25,000,000 feet a year.

A. E. NORMAN, PRESIDENT NORMAN LUMBER COMPANY, LOUISVILLE, KY., AND STOCKHOLDER IN HOLLY RIDGE LUMBER COMPANY.

The company has been busy the last few months remodeling the mill with a double band and gang resaw. When it is in operation, which will be about the middle of April, it will have an immence capacity. Birch will make up about seventy-five per cent of the company's cut in hardwoods.

Mr. Brown is planning to have his hardwood piled according to lengths and grades, from 4 to 16 feet long. He says that consumers will be able to buy any length and width of hardwood lumber that might be required. Mr. Brown states that for the benefit of the interior finish trade he will also assort stock for 8-inch and wider in No. 1 common and better.

The Park Falls Lumber Company is a big institution that was formerly operated by F. H. Atwood of the Atwood Lumber & Manufacturing Company. It was purchased by the Hines' interests some time ago and since that time has been materially improved and enlarged. The company owns 116,000 acres of timberland, and also has thirty-five miles of railroad for logging.

Mr. Brown has an exceptional experience in hardwoods, having been in that field for a long time. As stated, he has been with the Hamilton Manufacturing Company for the past two years and before then was with the G. W. Jones Lumber Company, Appleton, Wis., for four years in buying and taking up stock. Prior to that time he had charge of the yard and mill of the John Kaufman Lumber Company at Phlox, Wis. Mr. Brown will take with him the good wishes of a great many friends in the hardwood producing and purchasing field.

A Valuable Walnut Stump

The Cable-Nelson Piano Company recently received at its factory in South Haven, Mich., the veneer cut from one of the most valuable black walnut stumps on record. The price paid is not stated as a fact, but it is intimated that it exceeded $5,000, which was the highest price ever before paid for a

walnut stump. The one recently purchased was grubbed near Centerville, Md., and rings indicate an age of 200 years. That was not a great age for a tree so large. The diameter is stated to have been eight and a half feet, at the stump's largest part. Its weight was 15,000 pounds. The wood is finely figured, and its high value is due to that fact. A pretty general notion prevails that all large walnut stumps are valuable. Such is not the case. Not one in a dozen is worth digging out of the ground.

New Expansion Steam Trap

The Automatic Steam Trap & Specialty Company of Detroit, Mich., has issued catalogue No. 8 describing the Barton expansion automatic steam trap. The booklet carries a complete description, photographically and otherwise, of the many features which it contends should recommend this steam trap to the careful attention of buyers in every line.

HARDWOOD RECORD suggests that those interested in such appliances might find investigation in this proposition profitable.

West Virginia Firm Changes Name

The Lewis Doster Lumber Company of Bluefield, W. Va., announces that since the fifteenth of March the company has been known as the McClellan-West Lumber Company. The personnel and management will remain the same.

This company is one of the newer organizations in West Virginia hardwood producing territory and has made a success of its work so far. It has as its principals men who are young and energetic and altogether familiar with hardwood conditions in all of its branches.

Refrigerator Sale Unsuccessful

The trustees' sale of the assets of the United Refrigerator & Ice Machine Company, Kenosha, Wis., which took place on March 17 was decidedly unsuccessful. The sale was made for the purpose of settling claims of more than $50,000 against the company. After an all day's effort to stir up a little interest there was not a single bid made on the plant in bulk. Parcels of property were sold for $18,000.

Trustee John D. Rowland will make a report to the United States court of the failure of the sale and a resale will probably be ordered.

James H. Baird

On Tuesday, March 16, James H. Baird, president of the Southern Lumberman of Nashville, and one of the leading factors in civic life in Nashville, died as a result of being struck by a train in the yards of one of the roads centering in Nashville. The accident occurred at eight o'clock on Tuesday morning just as Mr. Baird stepped from a train on his return from Montgomery, Ala. The sleeper in which he had been riding had been side-tracked and Mr. Baird was crossing the tracks after leaving it when he was struck. He was immediately taken to the hospital, where every effort was made to save his life, but he died shortly after. He suffered a fractured left arm, a crushed side and internal injuries.

Mr. Baird had been publisher of the Southern Lumberman for a good many years. For sixteen years he was connected with the Hoo-Hoo as scrivenoter, being one of the first members and a prime mover in this organization.

Mr. Baird was born in the little town of Baird's Mill, Wilson county, Tenn., August 18, 1866. His father, D. W. Baird, was editor of the Wilson County News, and it was in the office of the News that J. H. Baird got his first training in publishing and newspaper work.

The Southern Lumberman was founded in Lebanon in 1881 by Mr. Baird's father and a cousin. Shortly afterwards it was moved to Nashville and has been there since. About three years after it was moved to Nashville, A. E. Baird sold out his interest to the late Col. Roberts and Mr. Baird, and Mr. Baird became secretary and treasurer in 1889. The company then became known as the Baird-Roberts Publishing Company. Mr. Baird recently started the automobile paper known as the Southern Automobile & Garage.

Mr. Baird was a member of the Old Oak Club and of the board of trustees of the University of Tennessee. He was also associated with his brother-in-law in the Baird-Freeman Company, timber factors. He was a man of winning, but forceful personality and has a great many close friends in the lumber trade, and his death is everywhere considered as a genuine loss. He is survived by one brother, Edward M. Baird of Mt. Joliet, Tenn., and two sisters, Miss Ann Sherrill Baird and Mrs. Luke Russell of Paducah, Ky. Mr. Baird was a member of the First Presbyterian Church of Nashville.

Prominent Chattanooga Lumberman Dies

J. F. Loomis, well-known citizen and pioneer resident of Chattanooga, Tenn., died at his home in Chattanooga a couple of weeks ago after an illness of several weeks. The funeral was held from the Chattanooga residence, Rev. R. L. Lambert officiating.

Mr. Loomis went to Chattanooga in 1865, first engaging in the sawmill business with F. J. Bennett under the firm name Loomis & Bennett. This was one of the first sawmills built in Chattanooga after the war and was located on the grounds on which the sawmill of the Loomis & Hart Furniture Company now stands. In 1879 Mr. Bennett sold out his interests to J. H. Hart, who was one of the leaders in Chattanooga business affairs up to the time of his death.

Moore-Galloway Company Starts Present Cut

Repairs and general overhauling are in progress to make the Moore-Galloway Company's mill at Fond du Lac ready for this season's cut. The mill will start up between the first and fifteenth of April, dependent on the weather. The company expects to make a full season's cut, having employed its full force and many new hands, thus giving many who are out of work an opportunity to secure positions.

Leaves Employ of Mason-Donaldson Lumber Company

The Mason-Donaldson Lumber Company, Rhinelander, Wis., advised HARDWOOD RECORD that T. A. Packer of Sharpsburg, Pa., is no longer in the employ of that concern in the Indiana and Ohio territory. He started to work February 1, 1915, but resigned within a month. His successor will be chosen promptly.

Bruce Odell Goes with Consolidated Lumber Company

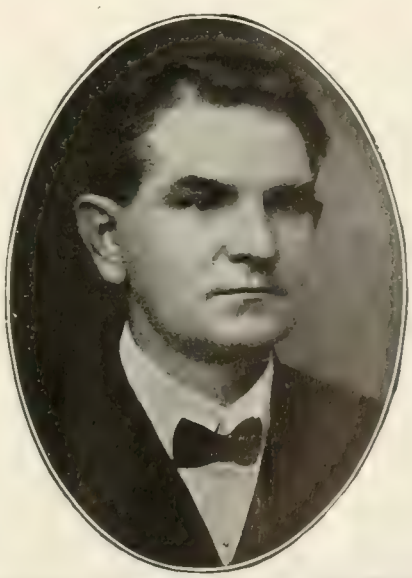
Bruce Odell, formerly sales manager and manager of the office of the Cummer-Diggins Company, Cadillac, Mich., has become secretary, treasurer and general manager of the Consolidated Lumber Company, Manistique, Mich. Mr. Odell is associated with W. T. Culver, Ludington, Mich., who is president of the new company, and L. C. Harmon, vice-president.

The Consolidated Lumber Company has been purchased from W. S. Crowe of Manistique. The business was started by Mr. Crowe in 1912, and at that time succeeded the Chicago Lumbering Company and the Weston Lumber Company, two pioneers in the upper peninsula.

The principals in the company are especially well-known throughout northern manufacturing circles, Mr. Culver being vice-president and general manager of the Stearns interests at Ludington.

Mr. Odell has gained a wide reputation for his close grasp of marketing.

THE LATE JAMES H. BAIRD OF NASHVILLE, TENN.



BRUCE ODELL, SECRETARY, TREASURER AND MANAGER CONSOLIDATED LUMBER COMPANY, MANISTIQUE, MICH.

W. T. CULVER, LUDINGTON, PRESIDENT CONSOLIDATED LUMBER COMPANY.

Pertinent Information

This Speaks for Itself

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, has sent out the following copy of a letter which recently came to his attention. No comment is neccessary.

WORTHLESS LUMBER ON THE MARKET

To the Editor of The Modern Hospital:

We have had occasion to buy a lot of lumber recently, for shelves, for benches, for partitions, and some for flooring. The lumber seems to warp badly after it is on for a time; rosin or some discoloring substance comes through the paint; the floors and the tongue-and-grooved partitions open up and the whole result is bad everywhere. Is there no good lumber to be had, and if so, where can we buy it? Someone has suggested that we can buy good second-hand lumber from the wreckers in the large cities, and that it is the best because it is well seasoned.

AN IOWA TRUSTEE.

Lumber has jumped in price until it is almost prohibitive now. Good, well-seasoned lumber that will not contract under the heat of a hospital costs from $60 to $100 a thousand feet. Such prices are certainly prohibitive. The trouble is that lumber is rapidly disappearing and those who have it to sell find a ready market at exorbitant prices; consequently lumber mills are working overtime and nearly all of them have equipped great drying kilns where they wheel in carloads at a time. The physical conditions are not good for drying under such circumstances, and the result is that the pieces are dried only on the outside. As soon as the lumber is laid in place in the hospital it begins to dry naturally, by the evaporation of its native water, and there can be only one outcome, the discoloration of the paint, of which you write, and the warping of the timbers. No doubt the wreckers of old buildings take out lumber that, under ordinary conditions, would be ideal for building operations, but the trouble is that this second-hand lumber is full of nails and therefore difficult to handle. Old buildings used to have very heavy sleepers and studdings, two by eights and two by twelves, and a good deal of excellent flooring can be picked up from the second-hand dealers. If you could take this two-inch stuff and have it sawed again and planed, it would make the best possible lumber you could get hold of, but the sawmills will not saw it for you, because of the nails, and it really cannot be handled unless you can use it just as the pieces come. Your alternative is to do the best you can with the poorly dried stuff on the market or pay the exorbitant prices for thoroughly dried lumber.

Reduces Rates Between Northern Points

Railroads in northern Minnesota have just issued a new tariff announcement reducing lumber rates to competitive water ports on Lake Michigan one cent a hundred pounds. The rates became effective March 15. It is stated that the reduction came as a result of action by the Interstate Commerce Commission last November when the railroads were given the alternative of reducing rates in the interior of the state, including some 1,400 points in northern Wisconsin and northern Michigan, or of increasing the tariffs from ports on Lake Superior to Milwaukee and other Lake Michigan points.

The rate from Wausau to the latter points has always been ten cents a hundred pounds. However, the rate from Rhinelander and other cities north of the Soo line has been eleven cents per hundred pounds, whereas the rates from Lake Superior ports have been ten cents in order to meet with water competition in spite of the fact that the distance by rail was greater than from interior points.

The fourth section of the Interstate Commerce Commission act prohibited higher rates from interior than from more distant points, except where ruling to the contrary is made by the commission.

The commission's decision handed down last November decided that the railroads must either increase their lake port rate or reduce their rates for 325 miles distance to ten cents a hundred pounds. The reduction of rates from interior points would greatly have exceeded whatever loss the railroads could have sustained from water competition from ports on the Wisconsin and Michigan fronts on Lake Superior.

The reduction in rates from northern Minnesota points was made, however, to offset this increase in rates from Ashland and Duluth. Thus a shipment of lumber from Virginia, Minn., to Duluth would cost four and a half cents per hundred, while the same shipment destined for points where the former competitive lake and rail rate of ten cents was in force from Lake Superior points, would cost but three and one-half cents per hundred.

There seems to be a question as to whether the reduction of rates from Minnesota points to Milwaukee and Chicago will cause an appeal to the Interstate Commerce Commission.

The Freight Difficulty and a Remedy

It is not surprising that American lumber exporters feel that the steamship companies are not treating them in the proper spirit by refusing to accept lumber for United Kingdom ports, says the London *Timber Trades Journal*. It has put them in a position of shutting off their business whilst the steamship lines are able to fill their steamers with other commodities. It is not at all improbable that, on account of the position taken up by the steamship companies, the hardwood lumber interests in the southern states will charter at the first opportunity steamers for London and Liverpool; and should they do this, and it proves satisfactory, it is more than likely they would keep these steamers going continually in order to protect themselves against a similar position in the future. It seems a pity that a regular steamship line cannot be started and maintained with New Orleans, London and Liverpool for the carrying of lumber almost exclusively; if this could be done the present situation would not be likely to be repeated. It is strange that the large lumber exporters of the southern states do not combine and secure a few steamers on long-time charter for the exclusive transport of their goods. At present we believe a fair amount of business could be obtained from New Orleans to London and Liverpool on a basis of an ocean rate of sixty-five cents per one hundred pounds, but for reasons best known to themselves the steamship lines are not disposed to give shippers of lumber any room, and where they have quoted the rate has been arbitrarily high, so as to make business impossible. Exporters of lumber are very indignant, and prophesy that the time will come when the steamship lines will be very pleased to have lumber shipments from New Orleans to the United Kingdom, as well as from the North Atlantic ports in the United States to the United Kingdom; and should the lumber exporters pool their shipments and charter a few boats to take care of their foreign business, the steamship lines may be very sorry that they declined to give the lumber shippers facilities to carry on their trade during these trying times.

Veneers Used in Piano Making

It is somewhat difficult to determine just where all the veneer goes. While furniture manufacturers and door and millwork people now use much more of the figured and the finer qualities of veneer than formerly, the piano trade, it is said, still ranks conspicuously in the first place as a consumer of the very finest veneer, especially in mahogany, rosewood and other of the conspicuously figured veneer products. At least this is the opinion expressed by a prominent mahogany manufacturer who was asked recently if the furniture trade had attained to equal prominence with the piano trade in the demand for the finest figured wood. He said that while the furniture trade uses much more highly figured wood than formerly in veneer, it is the piano trade that is looked to today as the principal market for the extremely valuable and highly figured veneer in mahogany, rosewood, burls and other veneer products of conspicuous beauty and high value. In fact, the piano and piano-player trade of today is a much larger consumer of finely figured wood than ever before, because there is a larger quantity of instruments produced.

Minnesota's Forestry Fight

The advocates of progressive forestry in Minnesota have a severe fight on their hands. The state forest service asked for $300,000 for the next two years, and the appropriation was making headway through the legislature when the senate finance committee cut it to $80,000. Friends of forestry are now trying to restore the appropriation to its original size. The cause of the opposition seems to center round the fact that public money has been spent, or is likely to be spent, in extinguishing fires on privately owned forest lands. The opposition wants state money spent for state lands only. The answer to this is that the people of the state are interested in the preservation of all the forests; that the private owners are often unable to stop fires on their own lands; and that such fires in spreading from tract to tract will often reach state lands and by that time will have gained so much headway that the state wardens will have great difficulty in obtaining the mastery. In other words, the place to begin the fight against forest fires is at the beginning while they are small, no matter whether the fire originates on private or public land. The spirit of economy in the Minnesota legislature goes so far as to ask that twenty-five per cent of the salary of Forester William T. Cox be cut off.

American Lumber in England

Reports from the other side of the sea say that stocks of American hardwood lumber in London are very light. Sap gum is in good demand, especially 1"x13" to 17"; prime ash is also in good request, as also is yellow poplar. There is very little call for red gum, but 1" oak boards are in good demand, especially in the lower grades, and there is also a fair inquiry for thin plain oak, mostly of medium quality. Oak, 3" and thicker is also in great request. Generally speaking, there is an excellent all-round demand for yarded stocks, and that prices for these must increase, so long as freight rates remain at the present level, is assured—in fact, at the moment it is impossible to get the steamship lines to take lumber, and therefore importation is practically suspended. The trade does not seem inclined to make forward contracts on the basis of the higher rates of freight that were obtainable before the steamship companies declined to take lumber. It is only a question of time when stocks in buyers' yards will become exhausted, and must be replaced; and with these conditions existing, there should be a reasonable amount of forward business going on on a basis of current freight rates, provided these are not absolutely prohibitive.

Changes in Japanese Forestry

It is said that the Japanese are not planting hardwoods to take the place of hardwood forests which have been cut to supply the market, but are planting Norway spruce instead. This tree grows more rapidly than most hardwoods, but it has not yet passed its experimental stages in Japan, and it is questionable whether too much ought to be risked on it. In some countries it does well while young, but declines in vigor as maturity is approached.

Wooden Shoes in Mexico

A recent consular report from Vera Cruz, Mexico, states that leather is becoming so costly and scarce in that country that the people are wearing wooden shoes. These are described as "sandals," and the published description leaves it uncertain whether the whole article is of wood, or only the sole. The wood used is Spanish cedar—the wood of which cigar boxes are made in this country. It is said to cost $350 per 1,000 feet, Mexican money, which is equivalent to $175 American money. That seems wholly improbable. Spanish cedar logs are landed at Tampa, Fla., for less than $30

a thousand, and since this wood grows in Mexico it should sell there for much less than $175. The finest veneer, sliced ready for the cigar box maker, can be bought in this country for less than that per 1,000 board feet. The average cost in the state of New York is $113.11.

The shoes or sandals sell in Mexico at from 40 to 90 cents, Mexican money, per pair, retail, and there is no discount if they are bought by the dozen.

It may not be generally known that wooden shoe dealers in the United States have been selling shoes in Mexico for years. A Chicago dealer on Randolph street ships them by the cord. If the war has made the wearing of leather shoes a luxury in that country, there might be an opening for the manufacturers of wooden shoes in the United States to increase their business in that direction. Cottonwood, including aspen and balm of gilead, is the most satisfactory wooden shoe material east of the Rocky mountains, though the Pacific coast alder is said to be still better. Many of the wooden shoes and clogs of Europe are of alder. Willow, basswood, and yellow poplar are quite satisfactory. Maple and beech wear well, but are rather too heavy. One pair of wooden shoes will outwear four pairs of leather.

Lumbermen's Underwriting Statement

The tenth annual statement of the Lumbermen's Underwriting Alliance shows a very gratifying condition surrounding the financial affairs of the alliance. Ready resources consist of cash in banks, $520,100.89, high grade bonds, $256,301.37, accounts receivable, premium deposits in course of collection, etc., $149,344.43, making a total of ready resources $925,845.69. Deducting losses of $40,240.38 and amounts due U. S. Epperson & Co., attorneys, $28,970.39, leaves a surplus and re-insurance reserve of $856,634.92.

The item of surplus and re-insurance reserve amounting to $856,634.92 if handled according to the methods used by the stock companies would be divided into re-insurance reserve $364,557.58 and surplus to the credit of alliance policy carriers $492,077.34.

The total net increase in surplus and re-insurance reserve for the period was $199,562.48, from which dividends were paid amounting to $155,634.60.

The alliance, according to the statement, has increased the insurance in force by nearly $5,000,000, and losses for the period amounted to $13,000 less than the total for the previous year. During the past year the alliance has added ninety-three new subscribers and dropped thirty-four, making a net gain of fifty-nine.

At the close of the fiscal year the insurance in force showed an increase of $4,879,317.71, the total amount in force being $34,491,471.79.

During the past year the alliance received an unusual number of appreciative expressions in connection with its inspection and bulletin service, which seems to have become recognized by lumbermen as a strong influence in the prevention of the loss of their properties by fire. The force of inspectors is greater in numbers and efficiency than ever before and inspections have been made frequently and regularly. The recommendations of inspectors for the installation of improvements and the removal of hazards have been acted upon in a very gratifying manner.

Atkins at the Panama Exposition

Another demonstration of "Atkins Always Ahead" is shown in the splendid exhibit of E. C. Atkins & Co. the silver steel saw people at the Panama Pacific Exposition. When the gates of the exposition were thrown open, the Atkins display was fully installed and every detail was complete. The space occupies a frontage of 50 feet; depth of 30 feet and a height of 18 feet, and is located in one of the main aisles of the Manufacturers' building and is proving the center of attraction for all visitors.

In this connection is shown a picture of the display, which cannot do the exhibit justice, as it is impossible to show the color effects in black and white. The color scheme is royal purple and white, the entire display boards at the back and sides being covered with royal purple velvet. The mammoth circular saws at the rear are in motion and shown on the various display boards is included everything in the way of saws for all purposes, from the small jeweler's coping saw, ⅛ of an inch in width, to the 20-inch band saw, 75 feet long, and circular saws for all purposes from 1 to 88 inches in diameter.

In cross-cut saws, the company shows an interesting exhibit of the various styles of teeth in general usage in all the different woods of the United States as well as those best adapted for logging in the black forests of Russia, the jungles of Africa, the timbered sections of Australasia, the Philippine Islands, Hawaii, and all quarters of the civilized world.

A feature is made of the display of various saws in common usage in carpentry, such as hand, rip, panel, compass, keyhole, back and other types of saws. The importance of saws in the metal working industries is shown in their display of circular, band and back saw blades for cutting hot and cold metal of all kinds.

Forest Products Exports for January

A comparison of the exports of lumber and forest products in January, 1915, compared with the corresponding month last year, is shown as follows:

Hewed and sawed timber, January, 1914, 24,483,000 feet; 1915, 10,721,000 feet; a decline of 13,762,000 feet.

Lumber, January, 1914, 188,413,000 feet; 1915, 57,138,000 feet; a decline of 131,275,000 feet.

Furniture, January, 1914, $463,665; 1915, $167,283; a decline of $296,382.

During January of the present year no exports of logs or lumber went to France, Germany, Belgium, or Holland. There was a falling off in every country in Europe, while the only gain anywhere was in logs sent to Mexico.

Cedar Pencil Wood Wanted

The war practically killed for the time being the pencil wood industry in Tennessee and other southern states where pencil slats for export were formerly obtained. It was recently reported that the cedar cutters have suspended operations and had gone home. Germany and Austria had been the principal buyers. It now appears Russians are trying to get hold of that trade. An American consular officer in Russia reports to the Bureau of Foreign and Domestic Commerce at Washington that a business man in his district is desirous of communicating with American exporters of high-class cedar wood in blocks and prepared cedar tablets to be used in the manufacture of pencils. It is stated that this commodity was formerly purchased through European agencies. Samples and prices should be sent at once. Prices are desired c. i. f. nearest port in the Baltic Sea, but if this is not possible, quotations should be f. o. b. New York. Those who want further information should write to the bureau above named, referring to "No. 15950."

Private Trees May Be Publicly Trimmed

The city government of St. Paul, Minn., does not intend to put up longer with the indifference or laziness of lot owners who neglect their trees and permit dead limbs and spike tops to furnish breeding places for fungus and insects. Those who will not trim their own trees must pay for having it done, and there will be no dickering about the price. The city government will send men to do the work without asking leave of anybody, and when it has been done, the bill will be sent to the owner for payment, and it will remain as a lien on the property until paid. It is expected that this order will result in a recrudescence of activity among the tree owners of St. Paul; because most of them will prefer to trim their own trees and not wait for strangers to begin cutting and slashing over lawns and back yards.

Building Operations for February

Building operations for February are decidedly less unfavorable than for January. During the first month of the calendar year the total building permits issued in 75 cities decreased 25 per cent, as compared with January, last year. During February the permits issued in 78 cities decreased only 14 per cent, as compared with February last year. If this trend continues, actual construction work, when spring opens, will be on a better basis than a year ago. One interesting fact is that improvement is showing among the larger cities. New York City makes a gain of 38 per cent. The Chicago loss

ATKINS EXHIBIT AT SAN FRANCISCO

is only 8 per cent, much below the average. Philadelphia shows a gain of 43 per cent.

Official reports received of the building permits issued during February in 78 cities, received by "The American Contractor," Chicago, total $40,872,773, as compared with $47,351,171 for February, last year. Unlike the showing made in January, when losses were general, a considerable number of cities show gains in February, 29 out of the 78. Among those making notable gains with percentages of increase are the following: Baltimore, 134; East Orange, 328; New Haven, 131; Manhattan, New York City, 114; Bronx, New York City, 107; Oklahoma, 250; St. Paul, 114; Springfield, Ill., 135; Syracuse, 111. A detailed statement for February and for two months follows:

	February, 1915	February, 1914	Per Cent Gain	Per Cent Loss
Akron	$ 110,260	$ 198,530		44
Albany	277,115	200,650	38	
Atlanta	471,961	335,391	11	
Baltimore	977,365	417,743	134	
Birmingham	136,710	216,455	..	37
Boston	1,375,810	2,964,032		53
Bridgeport	237,495	154,682	53	
Buffalo	307,000	660,000	..	53
Cedar Rapids	133,000	145,800	..	9
Chattanooga	33,110	108,925		70
Chicago	4,701,500	5,097,900	..	8
Cincinnati	499,645	316,515	32	
Cleveland	1,733,925	1,398,010	24	
Columbus	153,350	225,915		32
Dallas	324,185	565,320	..	43
Dayton	14,453	49,970	..	71
Denver	165,070	206,205		20
Detroit	1,307,215	3,020,850	..	57
Duluth	89,647	156,370	..	43
East Orange	182,607	42,678	328	
Evansville	85,435	159,256	..	43
Ft. Wayne	80,100	103,300		22
Grand Rapids	104,300	82,095	27	
Harrisburg	38,425	41,875		8
Hartford	151,600	99,165	53	
Indianapolis	307,750	292,469	5	
Kansas City	896,330	1,053,950	..	15
Lincoln	31,560	35,675		11
Little Rock	37,095	69,984		46
Los Angeles	560,697	1,455,730		61
Louisville	283,220	163,800	73	
Manchester	40,065	51,310		22
Memphis	101,735	275,455		63
Milwaukee	409,506	577,148		29
Minneapolis	811,495	498,005	63	
Montclair	65,926	48,987	34	
Nashville	65,705	79,885	..	18
Newark	955,391	1,247,933		23
New Haven	674,855	291,754	131	
New Orleans	97,323	204,794	..	57
New York City	12,159,733	8,784,931	38	
Manhattan	5,899,930	2,761,042	114	..
Bronx	2,657,934	1,286,311	107	
Brooklyn	1,868,365	3,535,165		47
Queens	1,582,125	1,101,709	44	
Richmond	151,379	100,404	51	
Oakland	328,934	429,192	..	23
Oklahoma	42,780	12,235	250	
Omaha	84,100	221,175	..	62
Paterson	57,217	65,378		12
Peoria	51,750	66,350		22
Philadelphia	2,574,730	1,794,905	43	
Pittsburgh	608,644	2,010,568		70
Portland	311,740	605,530	..	49
Richmond	259,184	270,567	..	4
Rochester	382,607	372,957	2	
Salt Lake City	147,705	112,600	31	
San Antonio	113,595	577,950	..	80
San Francisco	807,936	1,574,281		82
St. Joseph	18,751	29,715	..	37
St. Louis	701,062	908,083	..	23
St. Paul	797,054	371,445	114	
Schenectady	3,825	8,680	..	56
Scranton	42,600	64,729	..	34
Seattle	353,880	553,295		36
Shreveport	41,576	115,002	..	64
Sioux City	36,150	28,875	25	
Spokane	21,725	24,125	..	10
Springfield, Ill	65,900	28,050	135	..
Syracuse	160,383	75,915	111	
Tacoma	56,751	167,722	..	66
Toledo	454,607	606,400	..	8
Topeka	37,770	49,110	..	23
Troy	47,445	26,966	76	
Utica, N. Y.	7,975	19,000		58
Washington	890,833	884,036		
Wilkes Barre	70,125	36,973	90	
Worcester	104,220	104,820		
Total	$40,872,773	$47,351,171	...	14

Valuable Trees

The government has received $99.40 in settlement for a single sugar pine tree which was cut in trespass in the Stanislaus National Forest, in California, and which yielded more than enough actual lumber to build a good-sized suburban frame house. The tree scaled 18,933 board feet and was valued at $5.25 per thousand feet. That was a good-sized tree and a respectable price, but no records were broken. There is now, or was recently, a yellow poplar tree in Indiana for which $200 was refused, according to a report which seemed to be authentic. A dealer a few years ago paid $3,000 for a walnut tree in Kentucky; but that was figured stock. A black walnut once stood on Long Island which was said to have measured over 25,000 feet, log scale; but it was never made into lumber. It was cut, the butt log was hollowed, and it was set up in New York as a museum, and was afterwards used as a restaurant. That was about ninety years ago. The tree was said to have been twelve feet in diameter. The sugar pine above referred to grew in California. While going to California, why not pick a really big tree? One that is good for 18,933 feet is only a good, healthy pole in some of the forests out there. If you want to interest a Californian or Washingtonian on the subject of big trees, you must not mention anything much below 100,000 feet. A short time ago a redwood was cut near Eureka, Cal., which was 380 feet high, 26 feet in diameter, seven feet from the ground, 261 feet to the first limb, at which point the diameter was eleven feet. The tree scaled 344,000 feet of lumber and was valued at $9,000. There are single acres in that vicinity that will cruise 1,000,000 feet, and tracts of 100 acres which will average 750,000 feet per acre.

Bell Telephone Statistics

The report of the Bell telephone system for 1914 contains many interesting figures. During the year 515,976 stations were added, bringing the total to 8,700,000, or one station for every eleven persons in the United States. There are now in use 9,760,165 miles of underground wire, 35,809 miles of undersea wire, and 7,679,620 miles in the air, a total of 17,475,594 miles. The total pole line length is 326,168 miles; number of employes, 142,527; number of connecting systems, 27,210; number of exchange connections daily, 27,049,225. The company's assets total $1,019,774,080. The employes' benefit fund amounts to $8,889,750. Last year the company paid in dividends $27,572,675, which was the largest sum ever paid by the company as dividends in one year.

Hardwood News Notes

MISCELLANEOUS

The Salamanca Furniture Works recently organized at Salamanca, N. Y.

The Bloomfield Woodworking Company recently organized at Bloomfield, Ind.

The Robert Essex Incubator Company has started business at Buffalo, N. Y.

Frederick Busch of the Busch Box Factory, New Orleans, La., died a short time ago.

At Cohasset, Minn., the Superior Woodenware Company has become a voluntary bankrupt.

J. H. Brown has been appointed receiver for the Barlow & Kent Company of Urbana, Ohio.

The Cromwell Hardwood Lumber Company, Montgomery, Ala., recently suffered a loss by fire.

Alfred A. Barber, president of the Grand Rapids Bookcase and Chair Company, died recently.

Carl R. Green has been appointed receiver of the Speedwell Motor Car Company of Dayton, Ohio.

The Green Brier Lumber Company has been incorporated at Frankfort, Ky., with $20,000 capital stock.

The Western Lumber Company, Pittsburgh, Pa., has become involved in an involuntary bankruptcy petition.

At Ironton, Ohio, the Anchor Lumber Company has been incorporated with an authorized capital stock of $25,000.

H. H. Foster of the Arkansas Land & Lumber Company and the Wisconsin Lumber Company of Malvern, Ark., died recently.

The Queen City Lumber Company, Beaumont, Tex., has changed its name to the Beaumont Hardwood Manufacturing Company.

It is rumored that the Mann Brothers Furniture Manufacturing Company, New York City, is looking for a factory site at St. Louis, Mo.

The Schoolcraft Lumber Company is the style of a recently incorporated concern which will operate at Schoolcraft, Mich., with $10,000 capital.

It is reported that the Clever Piano Company has been incorporated at New York to manufacture pianos. The company has $25,000 capital stock.

The Kenbridge Manufacturing Company has started business at Kenbridge, Va. The company has an authorized capital stock of $5,000 and is incorporated.

The Success Lumber Company has started business at Statesville, N. C., with $10,000 capital.

At Traverse City, Mich., the Traverse City Chair Company and the J. E. Greilick Company have been consolidated and are now known as the Greilick Manufacturing Company.

The Southern Hardwood Company has started a wholesale hardwood lumber office at St. Louis, Mo., in the Wright building. The company's headquarters are at Jacksonville, Tex.

Plans have been announced for the reconstruction of the sawmill plant of the Gotshall Manufacturing Company, Toledo, Ohio. This company will invest about $10,000 in a modern sawmill.

It is rumored at Little Rock, Ark., that plans have been completed by a representative of a hardwood flooring plant at Los Angeles, Cal., for the purchase of a site at Little Rock where a mill for manufacturing hardwood flooring will be erected.

CHICAGO

The A. Peterson Desk Company has been incorporated at Chicago with $15,000.

E. C. Emerson, treasurer of the A. J. Johnson & Sons Furniture Company, Chicago, died a short time ago.

The Hammer Furniture Company has been incorporated at La Salle, Ill., with $10,000 capital stock.

HARDWOOD RECORD acknowledges receipt of Volume 2, No. 10 of the official bulletin of the National Hardwood Lumber Association. This bulletin contains the usual valuable information.

James E. Stark of James E. Stark & Co., Memphis, Tenn., spent several days of last week with the Chicago trade on business.

R. J. Lockwood, secretary and general manager of the Memphis Hardwood Flooring Company, Memphis, Tenn., made one of his frequent visits to Chicago during the past week.

C. A. Goodman of the Sawyer-Goodman Company, Marinette, Wis., was in the city the greater part of last week.

Otis A. Felger of the Felger Lumber & Timber Company, Grand Rapids, Mich., has been in Chicago a good part of the time during the past couple of weeks on business in connection with his Chicago interests.

T. M. Brown of the W. P. Brown & Sons Lumber Company, Louisville, Ky., was in Chicago for a day last week on business in connection with the National Hardwood Lumber Association.

B. W. Lord, Chicago Veneer Company, Danville, Ky., spent a few days in Chicago on one of his frequent visits the early part of last week.

W. A. McLean of the Wood-Mosaic Company, New Albany, Ind., passed through Chicago last week on his way from a visit to Canadian points.

Sam Burkholder, head of the S. Burkholder Lumber Company, Crawfordsville, Ind., stopped in at HARDWOOD RECORD offices as the paper was going to press, and states he has just returned from quite a stay at the company's mill at Homer, La.

C. H. Barnaby of Greencastle, Ind., passed through the city this week. He is taking his daughter home from the school she is attending in this vicinity.

W. W. Brown, lumber buyer of the Hamilton Manufacturing Company, Two Rivers, Wis., was in Chicago on Wednesday. Mr. Brown had just come from Louisville, where he purchased a good block of mahogany. He says he is getting the Hamilton company's stocks in good shape in anticipation of leaving on April 15 to take charge of the hardwood department of the Park Falls Lumber Company at Park Falls, Wis.

NEW YORK

Sam E. Barr, the hardwood flooring specialist, has just returned from a trip to the South, where he spent some time at oak flooring mills in Tennessee and Virginia, whose output he handles in this market. He reports complete stocks and a surplus of some $\frac{13}{16}$x2¼-inch plain and quartered oak flooring, on which he is ready to quote attractive prices for April and May delivery, during which time it will be necessary to move about 1,200,000 feet of clear and selects. He is shipping clear flooring with sap and select with "not a knot."

Harry Magovern, who for a year has been with his father in the wholesale hardwood flooring business at 11 Broadway, is now about ready to make the circuit of the trade. Mr. Magovern reports a gradual improvement in business and looks for a fair amount of spring and summer trading.

F. C. Hooton of the Strable Manufacturing Company, Saginaw, Mich., recently spent some time at the local office of the company. Mr. Hooton is manager of the lumber department of the business. He was accompanied by Mrs. Hooton.

Col. John M. Woods, the venerable hardwood manufacturer and wholesaler of Boston, Mass., was a visitor in New York on March 19. He was on his return home from a vacation spent at Pinehurst and his countenance showed the benefits of his stay in the South.

BUFFALO

The hardwood business of Davenport & Ridley has been incorporated with capital stock of $25,000. The company's yard is at 1146 Seneca street. Directors are A. E. and Ella S. Davenport and B. F. Ridley.

The Standard Hardwood Lumber Company finds plain oak, ash and poplar in the largest demand among hardwoods at present, though trade is still reported to be rather quiet.

The McLean Lumber Company states that the hardwood trade is about the same as for a number of weeks. Plain oak holds steady in price. The yard is getting in new stocks as needed.

Miller, Sturm & Miller are selling principally oak, maple and ash. They state that there is a slightly improved volume of business, though not up to the ordinary season's sales.

Blakeslee, Perrin & Darling are shipping out a steady amount of hardwoods and getting in new stocks as well. Oak and maple are leading, though cypress shows improvement.

G. Elias & Bro. report the building trade as improved. Flooring is now selling in fairly good shape. The firm has received a permit from the city to enlarge its mill at a cost of $1,800.

The Yeager Lumber Company has been increasing its stocks of cypress lately, owing to a larger demand for this wood. There is a fair demand also for plain oak and ash.

The Erwin Lumber Company is finding a better market for hardwoods in the South and is turning out quite an amount of stock at its two mills at Erwin, Tenn. The market is stronger than some weeks ago.

T. Sullivan & Co. report the hardwood trade as holding up about steady, with a good demand for low-grade stocks. Brown ash is selling in larger volume than earlier in the year

The National Lumber Company reports that maple flooring is selling more readily at present than for some time and that a larger sale exists also for oak flooring.

The Buffalo Hardwood Lumber Company states that birch is moving fairly well at present and that plain oak is in fair sale.

PHILADELPHIA

The New York Shipbuilding Company, Camden, N. J., has booked contract for two large oil conveying steamers for the Standard Oil Company. They will be the largest vessels of their type ever constructed and will be used for the coastwise trade. This concern also has secured contract for the building of five colliers for the Atlantic Coastwise Company of Boston, Mass.

The William Cramp & Sons Ship and Engine Building Company has booked a contract for the building of a large-sized modern liner for the W. R. Grace Company of New York.

The J. G. Brill Company is manufacturing trolley cars at its local shops, which will be the first installment of Philadelphia-made cars to be shipped to South American ports. The first lot will go on the steamship Royal Sceptre, a South American packet, and are intended for San Paulo, Brazil. Others will soon be sent to Bogota. Columbia-Four cars are being built for government railways in Venezuela, and two for the trolley service in Quito, Ecuador.

The Baldwin Locomotive Works have just closed a contract for fifty freight locomotives for the Chicago, Burlington & Quincy Railroad Company at a cost of over $1,000,000. The order calls for twenty locomotives of the Mikado type, fifteen of the Pacific type and fifteen of the Santa Fe type. The company is now busy on the construction of one hundred small locomotives for the French government for use in Morocco.

John A. Calhoun and C. E. Gordon, both formerly associated with George F. Craig, have formed the Calhoun-Gordon Company, wholesale lumber, with office at 1433 Commercial Trust building.

PITTSBURGH

John C. Donges, president of the J. C. Donges Lumber Company, was recently elected president of the Pittsburgh Wholesale Lumber Dealers' Association. Mr. Donges is the youngest man ever elected to that office. The other officers chosen are: J. T. Montgomery, vice-president, and J. G. Criste, secretary and treasurer; W. H. Schuette, O. H. Babcock, Alexander Willson, A. J. Diebold of the Forest Lumber Company and E. S. Dun, directors.

The Standard Lumber and Supply Company is a new concern in Pittsburgh organized by A. B. Morris, G. F. Pollock and W. C. Johnston.

The Germain Company recently received an order for 50,000 standard railroad ties to be shipped to Greece. The ties were sold on American specifications and will be loaded from the company's ports at Tampa, Fla., as fast as possible.

The Aberdeen Lumber Company is not making any disturbance on account of hard times. On the contrary President J. N. Woollett announces that this month is the best month he ever had in business. A good reason for this is the fact that he is shipping a nice lot of ash, cottonwood, and gum to Liverpool, England, to be cut up into stretcher handles, coffin boxes, gun carriages, etc. Business so far has been very satisfactory with this firm.

The American Lumber and Manufacturing Company has taken over the H. K. Morse Lumber Company of New York City. Mr. Morse is largely interested in the American and represented that concern in the Metropolis.

Garling & Splane will move their offices from the House building to the Arrott building in the near future. Mr. Garling spent all his early years in the lumber business and in that building as a member of the force of the Empire Lumber Company.

The Johnston Davies Lumber Company, a leading hardwood concern, has moved its office from the Union Bank building to the eleventh floor of the Benedum-Trees building on Fourth avenue.

The Acorn Lumber Company has been getting a good lot of business down East and finds that by hard plugging an order list can still be kept up to a fairly satisfactory point. President H. F. Domhoff has added some to his force of salesmen this year and is well prepared to handle the wholesale hardwood business in any part of the country.

The Western Lumber Company, which has been in business about five years, filed a voluntary petition in bankruptcy following the failure of the German National Bank, in which its loans were carried. President W. W. Wilson, Jr., also filed a similar petition. The company was doing a good business at its offices in the Oliver building and has the sincere sympathy of the lumber public.

BOSTON

Clifton F. Leatherbee, who has long been identified with the trade of Boston and until recently with the Boston Lumber Company, has entered the wholesale business on his own account with his office at 70 Kilby street.

The Vermont Valley Lumber Company, with offices at 1026 Old South building, Boston, has been incorporated with capital of $50,000. Frank W. Wood is president and W. A. Carpenter treasurer.

At Lynn the Wm. A. Fay Lumber Company has been incorporated. Wm. A. Fay, president, has been in the lumber business in that city for many years.

Two large creditors of the Boston & Maine Lumber Company allege that certain parties having property of that firm in their name have sought to gain possession of equities, etc., of the corporation worth about $180,000

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without reasonable consideration, and on such basis seek to restrain such action and to have an accounting.

BALTIMORE

The troubles of the exporters are strikingly shown by the experience of a Baltimore shipper who asked the representatives here of the Holland-American line to quote a rate on a shipment to Rotterdam, and was told that it would be around 45 cents per 100 pounds. The exporter promptly cabled the information to the foreign correspondent and after five days received a reply to ship. By that time, however, the steamship agents had marked up the rate to 75 cents or so, and more cabling was resorted to, with a prospect that when the exporter got the second reply the charge would have been marked up to 90 cents per 100 pounds. Under such conditions, of course, it is wellnigh impossible to do business.

The Citizens' Lumber Company and the Southern Lumber Company of Parkersburg, W. Va., have been consolidated under the name of the Citizens' Company, the purchase price being $20,000 in the stock of the Citizens' Company. H. C. Crawford, the former manager of the Southern Company, will be connected with the purchasing concern as the representative of H. B. Harson, to whom the $20,000 of stock was issued, Mr. Harson being extensively engaged in the lumber business of the South. Comprehensive improvements are to be made at the Citizens' Company's plant.

The West Virginia Lumber and Builders' Supply Dealers' Association, at the second annual meeting held in Parkersburg March 10 and 11, elected the following officers: President, W. E. Minter, Huntington, re-elected; vice-president, George M. West, Clarksburg, re-elected; secretary-treasurer, G. J. Dickerson, Huntington, re-elected; board of directors, F. L. Davidson, Parkersburg; A. M. Finney, Charleston; W. H. Evans, Parkersburg; G. J. Dickerson; G. A. Grisbaber, Charleston; W. E. Minter; G. M. Mossman, Huntington; Walter Perkins, Bluefield, and G. M. West.

Wheeling was tentatively selected as the place for the next annual meeting. A number of topics of interest to the supply men were discussed, and the visitors were entertained with an automobile ride, a performance at the Camden theater and a dinner at the armory. Resolutions thanking the local members for their hospitality were adopted with much enthusiasm.

Eberhard T. Hayen, formerly engaged in the exporting of lumber and logs and wellknown in the trade at the time, but who had been living in retirement for ten years, recently died at his home, Mount Vernon and Cedar avenues, after a prolonged illness of heart trouble. Mr. Hayen was born in Germany seventy-six years ago, and came to the United States in 1859. He is survived by his wife, a son, Eberhard Hayen of Chihuahua, Mexico, and five daughters.

COLUMBUS

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, reports a slight improvement in the demand for hardwood stocks. The best buying is being done by yardmen, although factories making vehicles, implements and furniture are also in the market. Prices are fairly steady at former levels. Dealers' stocks are generally light.

J. A. Ford of the Imperial Lumber Company reports a fairly good demand for hardwoods with prices much better maintained than formerly. Shipments are coming out promptly.

John R. Gobey of John R. Gobey & Co. says there is a better feeling in hardwood circles, and the volume of business is generally increasing.

Papers have been filed increasing the capital of the Buckeye Box Company of Cleveland from $10,000 to $25,000.

The Anchor Lumber Company of Ironton, Ohio, has been incorporated with a capital of $25,000 by A. W. Abele, Charles Abele, J. Frank Kimmel, E. F. Myers and C. H. Schweikart. The company will take over the business and plants of the Abele & Kimmel Lumber Company and also the Schweikart and Turley plant. Extensive improvements will be made at both plants.

A barge load of 600,000 feet of oak lumber was brought up from Arkansas City, Ark., to the D. T. & I. docks at Ironton, Ohio, on the Ohio river. The lumber will be shipped to the East and to foreign countries.

Dice Bros. of Xenia, Ohio, are preparing to build a planing mill 50 by 100 feet.

At Troy, Ohio, the Francis & Clemm Company has been succeeded by Francis & Montross.

Word comes from Columbiana, Ohio, to the effect that the Columbiana Lumber Company is closing out.

The Brumbaugh Lumber Company has taken over the lumber business formerly operated by Samuel Brumbaugh at Canton, Ohio.

CINCINNATI

The only complaint to be heard around C. Crane & Co.'s yards is that the supply is inadequate to the demand. Mr. Crane reports business all that could be wished for and steadily improving. The woodworking plants are buying heavily. Wholesalers are taking all that is offered and prices are on an encouraging high level. Oak is moving rapidly and the demand for basswood is brisk. The small supply of ash back of the mills naturally has a deteriorating effect on that lumber. Poplar is in demand. Mr. Crane summarizes the situation with the terse remark that "all dry lumber is selling well," and asserts that inquiries are exceptionally heavy and the demand so great that a complete rejuvenation of the hardwood business must surely take place within the next thirty or sixty days. The mill is working full up in all departments.

A fair call for basswood and maple is reported by the Anchor Lumber Company. Oak and poplar is somewhat off, but prices are holding up steadily under adverse conditions.

Charles C. Boyd of Charles C. Boyd & Co. left early last week for a trip through the East, where he will visit the principal hardwood points in an effort to ascertain eastern conditions first hand. Before leaving, he expressed satisfaction with the trade in general and predicts a fair revival within a short time. Mr. Boyd will be gone ten days or two weeks.

All high grades are standing up under depressing surroundings is the expression of the Atlas Lumber and Manufacturing Company. A slight, although steady enough to be marked, picking up in all branches of the business is noted by this concern, which reports maple and basswood as the best sellers.

Oak, common and better, is showing renewed life with the opening up of the mills, while poplar continues to move quickly for Harry F. Hendy & Co.

Mr. Richey of Richey, Halsted & Quick has just returned from an extended trip through the Southwest, where he delved deep into the situation, but professes that he was unable to find anything encouraging. Evidently conditions in that section of the country have been much worse than those experienced in the Middle West a while back. Here a return to normal seems to be but a matter of a short time, while the outlook in the Southwest is dismal at the best, according to Mr. Richey. The firm, while satisfied with the local situation, considering the poor outlook during the winter, would welcome a still further improvement and until this comes cannot class the market as good.

"Slightly better, but still much to be desired," is the opinion of J. A. Bolser of Blackburn & Bolser. Gum and ash are moving fairly well, but there is little on hand. The yellow pine market is unsteady.

Mr. Graham of the Graham Lumber Company, Ltd., does not believe in allowing good or bad business conditions to affect one's state of mind, but does believe in keeping right at it when things are at the lowest ebb and in that manner remedying all defects. Mr. Graham can see little basis of price in the present market, but observes a steady, although slight, general improvement and asserts that if all keep plugging away normal soon will be reached. A fair demand for plain and quartered oak is reported by this concern.

In the mahogany field, the Freiberg Lumber Company reports a rather depressing market, but like practically all the lumbermen in Cincinnati is optimistic and can discern in the future a substantial picking up. The manufacturing end is busy, while shipping is light.

Inquiries are heavy for oak in various grades with W. B. Woodward, while poplar is moving slow. Mr. Woodward is confident of a general business revival in April, particularly in the hardwood line.

TOLEDO

The Skinner Bending Company reports a slight improvement in business and for the present the factory is running full capacity on a ten-hour schedule. The management seems to be undecided whether the present line of orders simply represents a spurt or whether it is the forerunner of returning prosperity.

The Keasey Pulley Company is arranging to move its plant to Fostoria, Ohio, the first of April. A bonus of $10,000 was given the concern by the Fostoria Chamber of Commerce.

The Booth Column Company is running at half capacity on an eight-hour schedule, which is considerable improvement over what conditions have been for some time past. There is a noticeable improvement in orders from Ohio and from the East. Orders are about equally divided between interior and exterior columns. The new line which has recently been taken up by this concern seems on the high road to success. This is the new automobile bumper, put out by this concern under special patents. Rock maple, steamed and bent, is the material used in making the bumpers. President Booth is very enthusiastic over the bumper end of the business.

The Gotshall Manufacturing Company expects to build a new plant costing several thousand dollars.

INDIANAPOLIS

St. Clair Parry, president of the Parry Manufacturing Company, is spending several weeks in Florida.

John Morner has bought a factory building at Shelbyville and will engage in the manufacture of bentwood and hardwoods. Mr. Morner has bought from the Citizens' Industrial Club a plant formerly occupied by an automobile company.

Albert D. Palmer, Charles Palmer and John W. Romick have organized the Fort Wayne Ironing Board Company at Fort Wayne to manufacture

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ironing boards. The company is incorporated with an authorized capitalization of $10,000.

Noble R. Streeter died recently at his home in Brooklyn, N. Y., at the age of sixty-eight. He was born in Terre Haute, Ind., and for many years was identified with the Adams-Mansur Lumber Company of this city.

With an authorized capitalization of $5,000 the Richland Handle Company has been organized and incorporated at Bloomfield to manufacture tool handles. Those interested in the company are J. W. Cushman, F. M. Dugger and R. R. Eveleigh.

The H. F. Reis Lumber and Material Company of St. Louis has brought suit in the United States Court here against the Talge Mahogany Company of this city asking $10,000 damages for alleged breach of contract. It is alleged the Talge Mahogany Company agreed to sell 1,000,000 feet of lumber to be delivered on or before August 1, 1914, but that only 300,000 feet were delivered.

MEMPHIS

The Memphis Hardwood Flooring Company has acquired five acres of land adjoining its manufacturing plant in North Memphis from the Memphis Steel Construction Company. The consideration was $2,500 per acre. This property will be used to give the purchasing company increased storage and yarding facilities. The Memphis Steel Construction Company had a plant on the premises before it was decided to remove headquarters to Pittsburgh, Pa. The buildings have been razed and the property is now ready for its new use.

A party of Chicago capitalists, including former Senator William Lorimer of Illinois and his son, have been spending some time recently inspecting the plant and holdings of the old Triangle Lumber Company, Clio, Ark., recently acquired by a syndicate consisting of A. B. Newman and others. In the party was J. H. Allen, former head of the Virgin Timber Company, from whom the Newman syndicate acquired the sawmill and about 46,000 acres of land being inspected on the present trip. It is understood that the members of this syndicate have formed a holding company under the laws of Rhode Island and that they have proposed that Mr. Lorimer and his associates take over manufacturing operations at the Clio plant. Mr. Lorimer owns a hardwood mill at Monroe, La., and is not unfamiliar with manufacturing conditions in the South. However, he has given no intimation as to whether or not he will accept this proposition.

W. O. Nelson, W. B. Hillman and A. W. Lucas are establishing a plant at Waverly, Tenn., for the manufacture of spokes. They will make a specialty of automobile stock. It is also understood that they will put in a planing mill.

The shops of the St. Louis-Southwestern Cotton Belt Railway Company at Pine Bluff, Ark., have been closed down within the past few days and about 600 men have been thrown out of employment. The company is maintaining only a small roundhouse force. This step is understood to have been taken because of the unsatisfactory financial situation and because of the necessity for curtailing expenses. It is said that the shops may be closed down until practically the end of the present fiscal year.

James E. Stark, accompanied by his bride, returned home last Saturday from a delightful honeymoon trip to Florida and the West Indies. Very few of Mr. Stark's friends in the lumber fraternity here were fortunate enough to be able to attend his wedding in Chicago several weeks ago, but they remembered him in a most substantial manner on his homecoming, when they presented him with a handsome solid silver icewater service consisting of four pieces—tray, pitcher and two goblets. The jewelers through whom this service was purchased said that it was an exact duplicate of the one which was presented to former President Taft on the occasion of his twenty-fifth wedding anniversary. The gift was made by individual members of the Lumbermen's Club of Memphis and one of its most prized features is the fact that the names of everyone who took part in the purchase of this token are engraved on the bottom of the tray.

NASHVILLE

There are numerous reports of lumber activities in middle Tennessee. Chattanooga dealers report the sale of fifty carloads of hardwood lumber to be shipped to England by way of Savannah. The Chattanooga dealers received orders for sixty-three carloads from British buyers last month.

The plant of the Adams Manufacturing Company at Adams, Tenn., was recently sold at auction to R. E. Qualls for $500.

Advice has been received at Johnson City, Tenn., for the destruction by fire of one of the plants of the Seaman Lumber Company, near Marion, N. C., the dry kiln plants, the mills and a large supply of lumber being burned. The loss is reported at $45,000, with partial insurance. It is said the company will rebuild.

The shuttle plant at McEwen, Tenn., operated by I. D. Chronister, has resumed operation.

The heading mill owned by J. H. Watts at Harriman, Tenn., destroyed by fire two years ago, is to be rebuilt.

W. P. Parker & Son announce that they will remove their stave mill from Craggie Hope, Tenn., to Hohenwald, Tenn.

The plant of the Mitchell Wheel Company at Hohenwald is expected to resume business shortly.

BRISTOL

J. W. Heniger has started two new mills near Chilhowie, Va., in addition to two mills he has been running through the winter. Mr. Heniger says he

J. K. WILLIAMS A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

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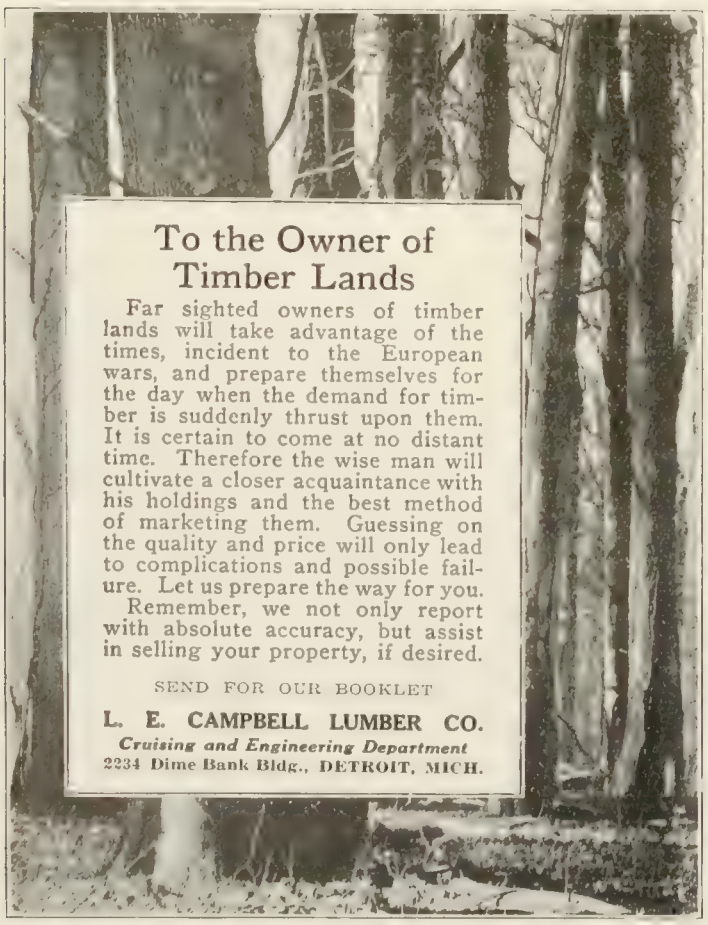
We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty



is confident that by the time lumber now being cut can be gotten ready for the market, conditions will be far more favorable.

The advent of favorable weather in this section has had a stimulating effect upon manufacturers. Conditions have been more favorable to logging and as a result the mills are being stocked.

The Kingsport Lumber Company will start its new mill near Kingsport, Tenn., in a few days. The company has about completed its logging road. The mill was completed some time ago.

Some of the larger mills report that a little more business is coming in and that they expect to keep busy through the spring. Shipments during the present month have been a little heavier than during February, but the increase in volume has been by no means as much as was expected.

George E. Davis & Co. report a better outlook for business. The company is operating its mills and will probably install additional operations during the year.

Considerable activity in manufacturing is reported along the Virginia division of the Virginia & Southwestern and particularly in Scott and Wise counties, where several large new mills have recently begun operations and where other new mills are being installed.

The Paxton Lumber Company is operating its mills and reports a better outlook for business during the spring and summer.

KNOXVILLE

M. R. Silber of Nashville was a recent visitor in Knoxville, looking up a few specialties in hardwoods.

I. M. Asher and John D. Serena, manager and cashier respectively of J. M. Logan Lumber Company's branch at Cincinnati, spent a few days here last week.

J. C. Kimball has just returned to the city from points in North Carolina, looking after interests of his firm.

Among the lumber buyers here this week was Mr. Reynolds of Geo. C. Brown & Co. of Cincinnati and J. R. Marley of Thomasville, N. C.

Mr. Tucker, formerly with the Giant Furniture Company of High Point, N. C., has purchased an interest and will be connected with the Loudon Chair Company of Loudon, Tenn. Additional machinery will be installed and the output increased.

R. A. Hoffstetler, the new salesman for the Little River Lumber Company at Townsend, reports some increase in orders.

Tellico Plains, Tenn., suffered quite a disastrous fire on March 13, the entire business section having been destroyed except two buildings—one of which was the store of the Tellico River Lumber Company.

J. P. Fort, the hustling salesman for the J. M. Logan Lumber Company in the South, was in for a few days this week. He reports a fair business on last trip.

LOUISVILLE

Frank Cassell, sales director of the Belknap Hardware and Manufacturing Company, was the guest of honor at the meeting of the Louisville Hardwood Club, March 16. He spoke on salesmanship, and gave the lumbermen something to think about in the matter of approaching the customer. He was very witty and effective in his talk, and told a number of stories illustrative of the kind of obstacles the salesman must overcome. Some of the epigrammatic statements he made were: "There is so little dishonesty in business that you can practically disregard it. A real salesman must know his goods, study his customer and hang on until he wins. While one salesman is finding excuses for not doing the thing, another is going out and doing it. The liar and the rounder have no place in salesmanship. The salesman who builds permanent trade must have quality and value back of him. Confidence in himself and his house is part of the necessary equipment of the salesman."

Lewis Doster, former secretary of the Hardwood Manufacturers' Association of the United States, and now an exponent of Atkins saws, was the chief speaker at the March 9 meeting of the Hardwood Club. He was very optimistic, telling the lumbermen that he thought good business is just around the corner. He predicted that the beginning of the end of the war will be here by July, as the spring campaigns are expected to develop a decision, and that when peace is declared the first thing that will be bought is lumber. He said eighty per cent of the hardwood mills in the mountains of Kentucky and West Virginia are running, most of them on specialties like bill oak, that can be shipped green. They have gotten a good deal of the war trade on account of the fact that all shipments are being made from the Atlantic Seaboard.

A mild sensation was caused recently when the Federal grand jury returned two indictments against the Jefferson Woodworking Company of Louisville, charging it with underbilling as a means of avoiding the payment of the legal rate on its shipments. It was charged that the company, in eleven cases which are indicated by the bills of lading attached to the indictment, shipped goods with the minimum carload weight indicated, when as a matter of fact the weights were considerably greater. The company has explained that it had no weighing devices, and merely approximated the weights, and had no intention of violating the law. The company operates a large plant for the manufacture of table slides, table rims and other furniture specialties.

T. M. Brown of the W. P. Brown & Sons Lumber Company, attended the annual meeting of the board of trustees of the National Wholesale Lumber Dealers' Association in New York last week.

The Ford Motor Company has started work on its new assembling plant

in Louisville, occupying a site formerly used as part of the lumber yard of the Edw. L. Davis Lumber Company.

The rules of the Southern Logging Association have been secured by local log buyers, and it is expected that they will be adopted for use in that connection.

The Kentucky court of appeals has held that the city cannot exempt new industries from paying the school tax, which is a state levy, though collected by the municipality. The decision was rendered in the case of the North Vernon Lumber Company, whose Louisville sawmill was exempted from city taxation under the ordinance intended to attract new plants.

The Parkland Sawmill Company expects to have its mill at Beech and Woodland avenues running by April 1. Charles Talbot is now busy putting it in shape and getting logs for its operations. Manufacturing flitches for the veneer trade will probably be a specialty.

Forest fires in Pike county, Kentucky, last week did considerable damage, but were finally extinguished without spreading beyond the area where they first originated. The fire wardens of the state forestry department did good work in fighting the flames.

MILWAUKEE

The John Schroeder Lumber Company of Milwaukee, operating a large sawmill at Ashland, Wis., expects to put in approximately 10,000,000 feet of hardwood and hemlock on Stockton island this winter. It has had three camps in operation on the island since last fall, employing about 300 men.

The Morgan Lumber Company, well-known sash and door and lumber manufacturing concern of Oshkosh, Wis., has completed plans for the erection of another new factory building. The structure will be fireproof, three stories high, 80x194 feet in dimensions, and will cost about $25,000.

The Phoenix Manufacturing Company of Eau Claire, Wis., manufacturer of sawmill equipment, has increased its capital stock from $200,000 to $250,000.

The Shawanee Lumber Company has been incorporated at Randolph, Wis., with a capital stock of $4,100 by Milan R. Sutliff, Jennie B. Sutliff, S. O. Jones and Ralph E. Wagner.

The Faust Lumber Company of Antigo, Wis., has increased its capital stock from $100,000 to $125,000.

The Schmidt & Stork Wagon Company of West Bend, Wis., has been incorporated with a capital stock of $55,000 by Fred Schmidt, Fred Stork and August C. Fuge. The business was formerly conducted under the firm name of Schmidt & Stork.

The N. Ludington Company of Marinette, Wis., recently cut six Norway pine poles, each 72 feet long with a 27-inch butt and 19-inch top, to be used at the plant of the Pike River Granite Company. The strip of timber near Wausaukee, from which the poles were cut, is considered one of the finest pieces of Norway pine in the country.

John F. Ross and M. P. McCullough, two well-known Wisconsin lumbermen, officials of the Brooks & Ross Lumber Company of Schofield, Wis., were among the incorporators of the Builders' Lumber Company, just launched at Wausau, Wis., with a capital stock of $25,000, to conduct a lumber and general building material business. Officers have been elected as follows: President, W. H. Thom; vice-president, John F. Ross; secretary and treasurer, M. P. McCullough.

Kopplin & Kopplin of Iron River, Wis., are erecting a new sawmill, adjoining their planing mill and power house. The company has a large supply of logs on hand and expects to have the new plant ready for operation by May 1.

William Marik, operating a woodenware and furniture plant at Sturgeon Bay, Wis., has completed plans for erecting an addition, 30x40 feet, to his factory next spring.

It is reported from Peshtigo, Wis., that the Peshtigo Lumber Company has sold 40,000,000 feet of standing timber to the J. W. Wells Lumber Company of Menominee, Mich. The timber, which will be sawed at the Wells mill in Menominee, will prolong the operation of the plant for several years.

The general offices of the H. S. Thompson Lumber Company have been moved to New Richmond, Wis., where the company operates a yard. The concern has another yard at Mondovi, Wis. H. S. Thompson will move from Minneapolis to New Richmond.

The Arpin Lumber Company of Grand Rapids, Wis., is branching out in the retail lumber business and has established yards at Bruce, Exeland, Glen Flora and Tony, Wis. D. J. Arpin, Jr., is the active manager of this phase of the company's business.

Nathan Paine, vice-president of the Paine Lumber Company of Oshkosh, Wis., operating one of the largest sash and door plants in the world, has denied the rumor that the company contemplates selling its output or its plant to Sears, Roebuck & Co. of Chicago. He says that no change in the company will be made, and that it will continue to manufacture its goods as in the past.

Fred A. Dieckmann, president of the Dieckmann Manufacturing Company, Green Bay, Wis., died on March 5, following an operation, at the age of sixty-two years. Mr. Dieckmann was born in Germany in 1853 and emigrated to the United States in 1870. He is survived by his widow and three daughters.

Senator Isaac Stephenson, prominent lumberman of Marinette, Wis., received the greatest ovation in his life on March 9, when he returned to Marinette after the adjournment of Congress, which marked the end of his term as senator. The whole city turned out to meet him and conducted the

Hardwood logs on the way from the woods to the mill

Dry Birch

We have on our yards located at Rib Lake, Wisconsin, at the present time, one million feet of dry 4/4 No. 1 Common and Better Birch, 500 M feet of 4/4 No. 2 Common, 600 M feet of 4/4 No. 3 Common. All of this stock was sawn during the winter of 1913-1914; and is, therefore, absolutely dry. This stock was band sawn, full thickness, and well manufactured.

If you are interested, ask for prices

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RIB LAKE WISCONSIN

Rotary Cut Veneers
in Gum
in Oak
in Ash

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All kinds
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COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
No manipulation of grades.
Located on La. R. & N. Co. COLFAX, LA. Consumers' inquiries desired

DUCAN LUMBER CO.
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

senator to the Hotel Marinette, where Attorney H. R. Goldman delivered the address of the day, recounting various events in Senator Stephenson's life and welcoming him back to Marinette. This was followed by a reception.

Leading manufacturers of Milwaukee, following action taken at the headquarters of the Merchants' and Manufacturers' Association of Milwaukee, recently appeared before the Wisconsin legislature and strongly opposed the proposed amendments to the workmen's compensation law. The amendment receiving the bulk of the consideration was the one which provides for an average increase of twenty-five per cent in compensation allowed during periods of disability. Wisconsin pays sixty-five percent of the compensation, which is higher than that paid in all other states, except Ohio and New York.

DETROIT

The Fred Hanna Lumber Company of Detroit, capital stock $25,000, has lately filed articles of incorporation. The stockholders are Fred Hanna, Albert LaVeque, Charles R. Roche and John E. Roche.

Another recent incorporation in Detroit is the Cadillac Cigar Box Company with a capital stock of $10,000. Interested in it are Louis and T. F. Fitzmonns, Charles and William Rider and Thomas Faust.

Two Saginaw companies have filed petitions in bankruptcy in the United States district court at Bay City. They are the Feige Desk Company and McCandless Brothers, dealers in lumber and railroad ties. The former company gives business depression resultant to the war as the cause of its failure. Assets are $97,043 as against liabilities of $101,186. McCandless Brothers place their asests at $4,979 and liabilities at $14.963.

The Bradford Lumber and Planing Mill Company of Alpena has been awarded a contract to furnish lumber for two barns near Alpena, which will be the largest in northern Michigan. They will require 150,000 feet of lumber.

The Manistique Handle Company of Manistique during February manufactured on an average of 15,000 handles a day, or a total of 375,000 handles for the month. March will probably equal the record of February.

J. S. Weidman of Mount Pleasant is conducting lumbering operations in Iron county. The timber will be taken to the Weidman mill at Trout Creek.

The Grand Rapids Lumbermen's Association has appointed committees to investigate traffic problems, among them the use of the Grand Rapids Association of Commerce transportation department in the interests of the lumbermen.

William Chesbrough, who with his brother is constructing a new mill at Trout Lake in the upper peninsula, reports the erection of the plant as progressing rapidly. It will be ready for operation in a short time.

The Freeman Lumber Company of Engadine, near St. Ignace, has completed its hauling for this season and is ready to place its mill in operation.

The Stack Lumber Company's new mill at Masonville is almost completed and will be in operation within a few days. It is believed that two shifts will be operated. With the near completion of the mill empty houses in the village are filling rapidly.

The Baraga Lumber Company has completed its operations at Point Abbaye, where it cut 3,500,000 feet of logs this year. The original tract was 4,000 acres and from this the company in the last eight years has cut all hardwood, hemlock and cedar.

The Howell & Johnson crate mill at Greenville is unable to continue full force operations owing to a dearth of timber that is being felt in Montcalm and surrounding counties. The demand for crates is reported excellent.

The J. W. Wells Lumber Company of Menominee has closed a deal for the purchase of timber from the Peshtigo Lumber Company of Peshtigo, Wis., that involves several million feet of logs.

Clarence T. Morris of Ludington at the receivers' sale at Grand Rapids purchased the Ludington Manufacturing Company, piano manufacturer recently declared bankrupt, and will place the plant in operation at once. Unfinished stock will be worked up.

The American Showcase and Manufacturing Company of Detroit has been formed with a capital stock of $10,000. Ira Cohen and Jacob Kaufman are the principal stockholders.

O. C. Curtis, accountant for the Marshall Butters Lumber Company of L'Anse before its failure, has become manager of the McGillis & Gibbs Cedar Company of Escanaba.

The Hardwood Market

CHICAGO

Prospects for an early opening of spring weather rather indicate greater prosperity for handlers of building lumber as the tendency seems to be toward better conditions in construction work. This has been promised for some time past and already a good deal of building has gotten under way in different classes of structures. A few new office buildings are actually started and the call for the ordinary run of rough lumber commonly used in the initial construction will be followed by the purchase of more finished product and noticeably by the demand for interior finish, doors and other hardwood furnishings.

There have been enough purchases of fairly good size recently to give reason to believe that there is a promise of an increase in the size of orders

actually placed. This condition is probably brought about by the continued insistent holding out for better prices on the part of the most substantial institutions in the city, and those selling qualities of stock in this market. The fact that this class of concerns is following such a policy proves that there is a substantial confidence in the final readjustment of price conditions on a more satisfactory basis, and the wiser buyers have seemingly come to appreciate that this general demand for better prices for lumber will have a concrete bearing on the purchase price in the near future. As a consequence, some manufacturers are purchasing their requirements in larger blocks at prevailing figures.

This is not meant to convey the idea that there is a firmer price level prevailing in Chicago, as there is not. However, there really does seem to be a slightly accelerated movement presaging a gradual settling down of values to a more stable basis.

In the various hardwoods, quartered oak and the lower grades of such species as go into box lumber continue to be the best sellers, with those grades of wood which are going into flooring following fairly closely. Local lumbermen still continue to have the situation fairly well in hand and while none of them are unduly elated over business, they continue to show confidence in the future condition surrounding the hardwood trade.

NEW YORK

Whatever the present volume may be there is a strong opinion that better times are on the way and the lumber market will soon shake off the dull period and experience something like normal activity. Some very encouraging orders have been placed recently, which leads to believe that buyers are taking less chances on securing future supplies and are doing a little stocking up at the very favorable—for them—prices now going. There has been some talk of a pending advance for hardwoods generally, but so far this has failed to appear, and unsteady and varying quotations are about as common now as six months ago. Rough lumber is subject to keen competition, while hardwood flooring is moving in good volume at firmer prices. The local retail trade reports an increase in inquiry and it may be that the spring season will develop better than is now expected.

BUFFALO

The hardwood trade is holding steady and is better than a month or two ago, although it has not shown quite so much improvement recently as many have looked for. Prices are holding about as they have been, although considerable weakness is reported in some lines. A gradual improvement is looked for, however, as the market seems to be on the upturn as to volume of business. More building work is likely to develop from now on, though there is a notable absence of large operations.

The outlook for lake hardwoods is uncertain this season. Not much business has been placed as yet, though prices are reported to be more favorable than at the time navigation closed last year. Lake lumber vessels may make a late start this year, from lack of interest in new cargoes, but ice conditions will warrant an early sailing.

Plain oak and maple are being sold to the largest extent among hardwoods. Only a little poplar is moving, users of panel stock not taking much of it at present. Cypress shows more activity than some weeks ago. Low grades are being used to a pretty good extent and prices are holding firm. The flooring trade has shown up better lately, both oak and maple flooring being in fair demand, with prices showing more firmness.

PHILADELPHIA

The steady increase of volume in new building work, both in the local and suburban field, promises a vigorous activity in that line. Prices in special grades have stiffened somewhat, but in general the hardwood market has not changed from a fortnight ago. Orders are spotty and trading lacks snap. In many of the other industries there are signs of material improvement, the reflex of which will undoubtedly soon be felt in the lumber business. Large orders for locomotives have been booked recently. A number of large textile mills have been erected in the recent past in anticipation of better times in the near future, and Philadelphia-made electric cars are being shipped direct to South American ports for the first time. Work on the rearranging of sewer, gas and water pipes as the first step toward carrying out the plans for a subway loop in the business section, for which $500,000 has been appropriated, is to be started at once. The $6,000,000 for new rapid transit subway and elevated will be voted on at a special election April 20, and $1,000,000 for docks, wharves, ferries, etc., it is believed will be furnished by the state legislature at this session, all of which improvements will give work to thousands of mechanics and laborers and conduce to a revived prosperity all along the line.

The strong sustaining optimistic feeling that has prevailed among the tradesmen has not diminished in the least, as a gradual but sure betterment is sure to arrive as the year grows older. The various woods show but little change from a fortnight ago. Chestnut is fairly active, with varying prices: beech, maple and birch are running along easy grooves; ash and oak are holding steady, and basswood is a little stronger.

PITTSBURGH

Prices on hardwoods have been badly rattled the past few weeks. In fact, there is almost no boom at present. Some requisitions are coming forward, but every chance for bidding brings out a new low record in prices.

On the Following Stock We Will Make Special Prices for Prompt Shipment:

300,000 ft.	4/4 No. 1 Com. Poplar	6,000 ft.	16/4 Nos. 1 & 2 Red Birch
35,000 ft.	6/4 No. 1 Com. Poplar		
40,000 ft.	8/4 No. 1 Com. Poplar	83,000 ft.	4/4 No. 1 Com. White Ash
27,000 ft.	12/4 No. 1 Com. Poplar		
50,000 ft.	12/4 Sap & Select Poplar	73,000 ft.	4/4 Nos. 1 & 2 Plain Red Oak
18,000 ft.	16/4 Sap & Select Poplar	240,000 ft.	4/4 No. 1 Com. Red Oak
37,000 ft.	12/4 Nos. 1 & 2 Poplar	172,000 ft.	4/4 No. 2 Com. Red Oak
30,000 ft.	5x5 No. 1 Com. Poplar		
16,000 ft.	6x6 No. 1 Com. Poplar	27,000 ft.	5/4 No. 1 Com. Red Oak
36,000 ft.	8/4 Nos. 1 & 2 Wormy Chest	16,000 ft.	5/4 No. 2 Com. Red Oak
60,000 ft.	5/4 No. 1 Com. Chest.		
71,000 ft.	6/4 No. 1 Com. Chest.	15,000 ft.	12/4 Nos. 1 & 2 Pl. Red Oak
6,000 ft.	12/4 Nos. 1 & 2 Red Birch	75,000 ft.	4/4 Scented Cedar.

The Atlantic Lumber Co.
70 Kilby Street, Boston, Mass.

The White Lake Lumber Co.
Peoples Gas Bldg., CHICAGO, ILL.

Northern and Southern Hardwoods
CAR STOCK
WHITE PINE YELLOW PINE
High Quality—Prompt Delivery

WE WANT TO MOVE AT ONCE

Send us your inquiries

5 cars 1" 1st and 2nd Basswood
3 cars 1" No. 1 Common Basswood
3 cars 1" No. 3 Common Basswood
15 cars 1" Oak—all grades

BAND SAWED WISCONSIN HARDWOODS
Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4	No. 3 common	70M 4/4	No. 1 com. & bet. plain
30M 1x4	No. 2 and 3 common	100M 4/4	No. 1 com. & bet. red
15M 5/4	No. 1 com. and better	5M 5/4	1st and 2nd red
25M 5/4	No. 1 common	10M 5/4	No. 1 common red
10M 5/4	No. 2 common	6M 5/4	No. 1 common plain
20M 5/4	No. 3 common	3M 6/4	1st and 2nd plain
13M 6/4	1st and 2nd	13M 6/4	1st and 2nd red
15M 6/4	No. 1 common	4M 8/4	1st and 2nd plain
15M 6/4	No. 3 common	6M 8/4	1st and 2nd red

WHITE OAK		ROCK ELM	
10M 8/4	No. 1 and No. 2 com.	50M 8/4	No. 2 com. and better

HARD MAPLE
40M 8/4 No. 2 common and better

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.
Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.
High Grade
Northern and Southern
Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
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All Kinds of High-Grade

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Representing
WEST VIRGINIA SPRUCE LUMBER CO.,
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CINCINNATI

Hardwood Manufacturers and Jobbers

Veneers: CIRCASSIAN WALNUT AND ALL OTHER FIGURED WOODS

THE FREIBERG LUMBER COMPANY
Office and Mill: CINCINNATI, OHIO

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Manufacturers & Importers FOREIGN VENEERS
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Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO.
Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

"ANDREWS" Dried Lumber is Better Lumber

"ANDREWS"

Products Represent Perfection, Reliability, Results

"Andrews" Moist Air Lumber Driers | Condensing —OR— Ventilated

Perfect Transfer Cars

Perfect Dry Kiln Trucks

Canvas Dry Kiln Doors
DOUBLE AND SINGLE

Write for Information

DRIER DEPARTMENT

The A. H. Andrews Co.

115-117 S. Wabash Avenue
CHICAGO, ILLINOIS

The only exception to this is for dry hardwood stocks to be shipped abroad. For this a high price is paid. The industrial situation in the Pittsburgh district is so much better that manufacturers are placing orders for some hardwood, but only for early needs. Few contracts for a year's supply have been placed. Yard trade is increasing slowly, but is not very encouraging as yet.

BOSTON

The dealers in New England report in general a low volume of business and small but fairly numerous inquiries. A number of large furniture companies have reduced working time to four days per week, with only a partial complement of hands. This course is undoubtedly for the best interest of all, preserving a fair use of stock, preventing overproduction of manufactured goods and at the same time saving total loss to labor. Similar decrease in many lines seem to have relieved the money situation so that the ability to finance and hence general credits are favorably affected. Legislative action to benefit the local railroads has greatly increased the confidence in the future from the transportation standpoint as well as the financial, as evidenced by the first important rise in securities for a long time. The hardwood trade, like most other branches, is obliged to look to improved commercial conditions for a resumption of normal demands, as there seems no development, excepting possibly the use of Pacific coast woods which are receiving much notice.

BALTIMORE

While the hardwood situation shows some improvement, no such gains as had been expected some time ago are to be noted. Here and there hardwood men report that they are getting more orders and that the volume of business is quite satisfactory, but others have so far failed to experience such an increase as would cause them to feel especially encouraged. There seems to be no doubt, however, that a better feeling prevails and that the general situation is stronger. The upward trend has not yet attained the force of an actual advance in prices, but the range of the quotations is firmer, and the sellers are more disposed to hold out for figures that afford a margin of profit. For a time it was chiefly a question of getting orders, and anyone who indicated a willingness to buy was almost in a position to name any price. Now there is much more bottom to values, and the market is no longer completely dominated by the buyers. This condition has been brought about in large part by the curtailment of production, many of the mills being still shut down and in no hurry to resume operations. Some expansion in the requirements has also taken place, and while many of the big concerns, such as the railroads, are not yet entering into commitments with any sort of freedom, the inquiry is none the less more active and interest in the offerings on the rise. This applies to practically the entire list, with certain exceptions where stocks are overshadowingly affected by the state of the export trade, such, for instance, as the low grades of chestnut. These grades have been used extensively for crating for agricultural machinery and other boxes for other export articles, and since the movement of these commodities has been greatly cut down or wholly stopped by the war, there is no need for the lumber to make crating.

The chief drawback in the hardwood business at the present time is the exports. Shippers can get plenty of orders, but find it impossible to make shipment, the rates being prohibitive or the steamship lines having such heavy offerings of other freight that an actual embargo is put upon lumber. The foreign business could be done on a very satisfactory basis, the buyers being ready to pay attractive prices, but the obstacles in the way of making shipments are well nigh insuperable, and as a result the movement is so small as to cut no considerable figure in the total. The foreign outlets are so narrowed that the effect upon the domestic situation of the export movement amounts to very little, which is one of the main causes of the pressure experienced and serves to keep down the quotations to the present level. The trade, however, is not entirely without its promising features, and a steady, if slow, gain seems to be in progress.

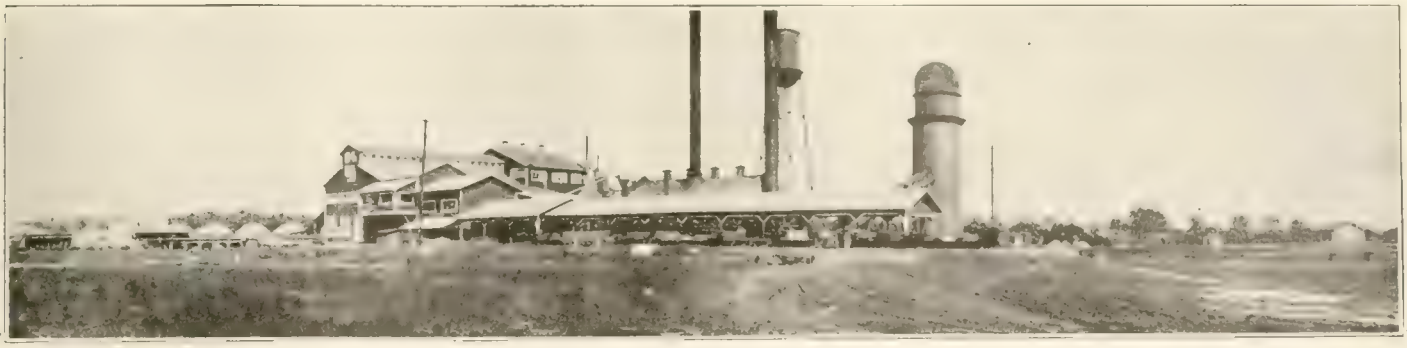
COLUMBUS

Hardwood trade in Columbus and vicinity has been fairly active during the past fortnight, when industrial conditions are considered. The volume of business is larger and better feeling is shown in retail and wholesale circles. While the trade is not all that might be desired, still it is better than a few months ago. Future prospects are considered brighter.

The best feature is the buying on the part of retailers. Dealer's stocks are light and consequently they are compelled to place orders to be in position to take care of spring building when it comes. Buying on the part of retailers is not done on a liberal scale and they are buying only what they need for the immediate future. Indications are rather bright for an active building season as soon as favorable weather arrives.

Trade from factories is not very active. Some buying is being done by concerns making vehicles, implements and furniture, but they are following the policy of buying from hand to mouth, as it were. Improvement in manufacturing circles is slow in appearing and in some lines it is apparently getting worse. Shipments are coming out promptly in all localities. Dry stocks in mill owners' hands are getting larger. Collections are still bad.

Demand for quartered and plain oak is fair and prices are unchanged from the previous fortnight. Chestnut is also fairly active and the demand for sound wormy is steady. Poplar is in fair demand at unchanged prices. Ash is slow, while basswood is holding up well. Other hardwoods are unchanged.



GENERAL VIEW OF MAIN SAWMILL PLANT.
Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." **Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay**

STOCK LIST—Dry Lumber on Hand March 1st, 1915

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	7/4"
1st & 2nd Qtd. Wh. Oak, 6" & Up	63,000	93,000	95,000	25,000	100,000	.....	6,000	12,000	.....	.....	.....
No. 1 Com. Qtd. Wh. Oak, 4" & Up	54,000	83,000	16,000	.....	40,000	28,000	2,000	3,000	.....	.....	.....
No. 2 Com. Qtd. Wh. Oak, 3" & Up	33,000	4,000	6,000	.....	15,000	2,000	.....	.....	.....	.....	.....
No. 1 Com. Q. W. O. Strips, 2½-5½"	.....	.....	.....	.....	45,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. Wh. Oak, 6" & Up	265,000	86,000	83,000	58,000	56,000	2,000	27,000	.....	.....	.....	10,000
No. 1 Com. Pl. Wh. Oak, 4" & Up	329,000	95,000	77,000	95,000	350,000	51,000	43,000	10,000	.....	.....	14,000
No. 2 Com. Pl. Wh. Oak, 3" & Up	140,000	46,000	98,000	69,000	209,000	35,000	17,000	.....	.....	.....	.....
No. 3 Com. Pl. Wh. Oak, 3" & Up	.....	23,000	18,000	18,000	27,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. Red Oak, 6" & Up	1,000	13,000	.....	52,000	19,000	2,000	.....	19,000	.....	.....	.....
No. 1 Com. Pl. Red Oak, 4" & Up	11,000	10,000	33,000	56,000	65,000	34,000	64,000	16,000	.....	.....	.....
No. 2 Com. Pl. Red Oak, 3" & Up	2,000	.....	.....	2,000	136,000	20,000	3,000	12,000	.....	.....	.....
No. 3 Com. Pl. Red Oak	.....	.....	.....	.....	150,000	.....	.....	.....	.....	.....	.....
Oak Core Stock, Red & Wh. Oak	.....	.....	.....	.....	300,000	.....	.....	.....	.....	.....	.....
1st & 2nd Red Gum, 6" & Up	300,000	525,000	95,000	125,000	18,000	92,000	119,000	17,000	7,000	.....	5,000
No. 1 Com. Red Gum, 4" & Up	197,000	144,000	229,000	494,000	150,000	308,000	.....	.....	.....	3,000	.....
1st & 2nd Red Gum, Qtd., 3" & Up	.....	.....	.....	.....	5,000	.....	6,000	27,000	.....	.....	.....
1st & 2nd Sap Gum, 6" & Up	24,000	20,000	78,000	15,000	36,000	32,000	27,000	24,000	11,000	10,000	.....
1st & 2nd Sap Gum, 12" & Up	.....	.....	.....	.....	59,000	.....	.....	.....	.....	.....	.....
Sap Gum Box Bds. 13-17" & Up	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....
No. 1 Com. Sap Gum, 4" & Up	29,000	.....	123,000	243,000	435,000	354,000	40,000	13,000	.....	.....	.....
No. 2 Com. Sap Gum, 3" & Up	289,000	.....	354,000	50,000	347,000	110,000	120,000	23,000	.....	.....	.....
No. 3 Com. Sap Gum, 3" & Up	.....	.....	.....	.....	795,000	57,000	34,000	.....	.....	.....	.....
Clr. Sap Gum Strips, 2½-5½"	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....	.....
No. 3 & No. 4 Com. Ash	.....	.....	.....	.....	55,000	.....	.....	.....	.....	.....	.....
No. 1 & No. 2 Com. Cypress	.....	.....	.....	.....	222,000	.....	.....	.....	.....	.....	.....
No. 1 & No. 2 Com. Cypress	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....
No. 1 & No. 2 Com. Cypress	.....	.....	.....	.....	.....	.....	.....	8,000	.....	.....	.....
Log Run Cypress, 20-30-25-25%	.....	.....	.....	.....	733,000	.....	.....	.....	.....	.....	.....
No. 2 Com. Elm	.....	.....	.....	.....	25,000	.....	.....	.....	.....	.....	.....
Log Run Elm, 30-50-20%	.....	.....	.....	.....	48,000	.....	.....	.....	.....	.....	.....
Com. & Better Tupelo	.....	.....	.....	.....	28,000	.....	.....	.....	.....	.....	.....
Log Run Cottonwood, 40-40-20%	.....	.....	.....	.....	22,000	.....	.....	.....	.....	.....	.....

The Item of Oak Core Stock is a special grade which we make, suitable for veneering over. We have Kraetzer-Preparator facilities for drying Gum and stock run through this machine is absolutely bright. We specialize in Green Oak timbers, such as Crossing and Bridge Planks. We also have facilities for dressing one or two sides.

VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

SOUNDNESS
Ready Resources.....$925,845
SURPLUS
and Reinsurance Reserve... 856,634
SAVINGS
Returned to Subscribers.... 546,757
SERVICE
60-day Inspections; Monthly Fire Bulletins.

These are some of the vital features upon which the management of the

Lumbermen's Underwriting Alliance

bases its plea to the LUMBERMEN FOR A SHARE OF THEIR Insurance Lines. These safeguards are the result of TEN YEARS of successful underwriting.

$155,000.00

in CASH DIVIDENDS went into the treasuries of ALLIANCE Policyholders in 1914. Owners of protected plants, with five or more years' timber supply, are invited to become identified with us.

U. S. EPPERSON & COMPANY
Attorney and Manager, KANSAS CITY

Over
One Million Dollars
in savings has been returned its members by the
Manufacturing Lumbermen's Underwriters
and there remains to the credit of members over
Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.
HARRY B. CLARK
Western Representative
Portland, Ore.
Attorney in Fact
KANSAS CITY, MO.

TOLEDO

Toledo continues to grow. With this remarkable growth comes a prosperity which is not equalled by every city. The first week in March, for instance, gives an estimated valuation of building permits issued at $304,063 as compared with $71,955 for the same week a year ago. Toledo is to have a good many large investment buildings this season. While thousands of new homes have been built here in the past two or three years the demand for homes continues and at present it would seem that the erection of residence structures will continue. The factory orders are coming in better than for some time past and the building trades will soon provide a ready market for considerable hardwood. The principal demand thus far has been for plain oak. Prices are fairly firm. Yards are pretty well filled, but there is some tendency to buy, although very little of a speculative nature. Hardwood crating is in pretty heavy demand just now, in the lower grades.

INDIANAPOLIS

While the hardwood market is gradually taking on a firmer tone, the situation still is far from satisfactory. Business has been at a low ebb for several months and it is having great difficulty in regaining lost ground.

Many inquiries are being received, but these are not developing any very large sales. Buying is cautious and apparently for current needs. Occasionally some hardwood user, with a fair volume of orders ahead, places a substantial order.

Prices continue to hold their own and it is not believed there will be any substantial advance soon. Considering the state of the market there is naturally a sufficient supply of all grades of hardwoods and this fact coupled with light buying does not seem to justify an advance soon.

The veneer trade seems to be gaining a little ground. In some parts of the state veneer companies are reported to have an increased business.

CINCINNATI

An unsteady market, a trifle less optimistic than two weeks ago, featured the hardwood situation in Cincinnati during the past fortnight. This slight depression, while quite general in its scope, proved hard to trace to its origin, unless it can be attributed to overconfidence. A week or so back, the breath of optimism was apparent in practically all branches of the business, notwithstanding the widespread apathy in all other lines of business, and, as expressed by one prominent local hardwood dealer, just when business was beginning to again reach the surface level, too much was expected in a short time. Thus, the failure to regain former strength within a comparatively short time just when the silver lining began to glow, was taken by many to be an omen of evil again. It cannot be denied that the market has suffered considerable of a slump recently, but when analyzed in the aggregate, a steady, though to be sure slow, improvement is marked.

It appears that some business men are wont to count and tally by the week as against the cumulative market situation. While the last week or two shows a retrograde movement when balanced off with the showing of a month, the situation is encouraging and strong enough upon which to base future hopes. Near normal conditions are confidently expected within the next thirty days by those who choose to look upon the brighter side of all things. Unmistakable signs of an early and open spring is a grand stimulus, and already the inquiries from the builders is exceptionally strong. Judging from the inquiries coming in from this end, Cincinnati is about to witness one of its greatest building booms. Some of the larger mills report an unprecedented number of inquiries, while the actual demand keeps them working full up, and in divers instances concerns are found hard pressed to meet the demand. As is usual, the material back of the mills is limited, this being the chief and apparently only cause of complaint to be heard in this direction. Naturally, the millmen are jubilant with the opening of spring and welcome resumption of business after a long winter of comparative idleness.

Woodworking plants are reported in full operation and buying heavily, and wholesalers are ready to snap up all that is available.

Prices are holding up well, being backed by the increased demand and steady flow of inquirers from certain quarters. Heavy oak and basswood is being moved rapidly and probably constitutes the best seller of the week. There is little ash on hand and undergoing an insistent demand, while chestnut is moving well for some concerns. Poplar had undergone a slight backward movement recently and in some quarters is selling considerably under market. An explanation of the latter is given by some as that those who have a fair supply in the yards are anxious to move it at even almost sacrificing figures in order to do some business, but this view is not shared generally. Surely, however, there appears to be no basis of price in many grades, the market fluctuating day by day. An instance is cited where a considerable quantity of poplar was moved at a fifty per cent increase of last quotations, while the same day another concern accepted a figure of nearly fifty per cent below current quotations. However, it is said that conditions other than the market played a prominent part in the latter transaction.

What on the surface recently was taken to be a big movement by the railroad toward improvements on account of the large volume of inquiries and unseasonably heavy orders, has dwindled down considerably this week and the demand is rather quiet in this direction.

Inquiries from the furniture houses continue brisk, giving evidence of a renewed activity in this line. Vehicle and implement manufacturers are

inquiring with a volume that gives unmistakable signs of a general improvement.

Ash is selling nicely, while plain and quartered oak is on a steady upward trend. Yellow pine continues to be in mild demand, but not quite up to the usual standard, considering the Queen City as a center for this.

With the building trade again reaching out with its now fast approaching seasonable activity, the demand for hardwood flooring is of sizable proportions.

All told, there is a better feeling throughout all branches of the business, the manufacturer, dealer and consumer apparently realizing that a general improvement is bound to set in with spring weather. Thus, the situation can be sized up as a seasonable expansion, when viewed with the past month or so and not week by week, wherein so many false opinions get their origin.

KNOXVILLE

Inquiry among the mills and yards through this section reveals the fact that business is not very brisk, although some say there is a very marked improvement. Stocks are fair, but there is very little stock being manufactured.

MEMPHIS

There has been further improvement in the hardwood situation in this section. Both manufacturers and wholesale handlers of lumber report somewhat more general inquiry and reports issued by some of the railroads operating through the Memphis gateway show that there has recently been a steady gain in the amount of lumber handled by them. This latter is regarded as the most tangible evidence so far obtainable regarding the showing with respect to the movement of lumber. The improvement applies very largely to the domestic situation. The foreign demand is fairly active, but conditions affecting the movement of lumber to Europe are so unfavorable that it is not anticipated that anything can or will be accomplished in the near future.

There is a particularly good call for plain red oak and there is also a reasonably good call for plain white oak. Stock from ¾ to 4/4 is preferred. Prices have advanced probably $2 per thousand on plain oak within the past sixty days and a similar advance is reported on quartered oak, which is in good demand in all grades in both red and white. Ash continues to be readily absorbed at full qupotations and there is a good movement reported in sap gum, though prices are still considered somewhat low. As recently noted, there has been a sufficient demand to take up practically all the gum box boards offering in this immediate section. Prices thereon are quite firm, with an advancing tendency. The lower grades of cottonwood and gum are still moving at a very good rate and prices are quite as good as they have been recently. The box people are doing a more irregular business than a short time ago, but most of them are keeping their plants in operation, with the result that their consumption is quite full. Red gum is in only moderate request, though it is pointed out that there is a little more activity now than a short time ago. Reports are received every now and then of new buildings which will be finished in red gum. Cypress is in fairly active demand and a good business is expected in this lumber as soon as the threatened labor troubles at Chicago, affecting the building trades, have been settled. There is no doubt that this has been a somewhat disturbing influence so far as cypress and some other items on the hardwood list are concerned.

NASHVILLE

There has been little change in the lumber situation in this market the past two weeks. Manufacturers think that there is slow improvement in conditions. Weather has been cold, and not entirely favorable for renewed local activity. There has been no material change in values.

BRISTOL

Slight improvement in the lumber business is noted in this section, but conditions are still far from satisfactory. However, the lumbermen are more encouraged by the prospects for business and the manufacturers are going ahead with operations, feeling confident that by the time the lumber now being cut can be prepared for market, conditions will be far more favorable. Yard stocks in this section continue very low, which is a strong incentive for mills to start. As a result of this situation many mills have already resumed and others will do so at once. Better weather conditions have had a stimulating effect upon business in this territory.

LOUISVILLE

A better outlook in the hardwood field is generally reported, though conditions are somewhat irregular. That is to say, trade seems to pick up and be about normal for a time, only to have a relapse. But the general run of business is ahead of what it has been, and operators are consequently encouraged by the situaiton. Factory men are now compelled to buy, the policy of using up reserve stocks having been abandoned for the excellent reason that there are no more reserves, in many cases. This is indicated by the fact that purchases are being followed by telegrams asking that the shipments be traced, so that evidently the material was needed at the time the order was placed. Inquiries are more numerous, and cover a wider range of material, showing that the consumers have been going ahead on a basis calculated to require general replacements, even if their consumption has not been up to normal in every respect. The building trade looks better, and hardwood flooring concerns are encouraged. Demand for high-grade glued-up stock is quiet, indicating a similar condition in the furniture trade. The demand for low-grade hardwoods for box manufacture is good, however. Quartered oak is in good demand. Plain oak is not so active, though a better movement is reported. Poplar is waking up. Cottonwood is rather dull. Hickory, except in dimension sizes, is also dull.

MILWAUKEE

While improvement is taking place slowly in the local hardwood market, there is a feeling in the trade that better things may be expected within the next few weeks, when the building season becomes more active. The amount of new building which is being launched in Milwaukee, while hardly equal to that of a year ago, is showing steady increase. W. D. Harper, building inspector, says that with the building carried over from last fall, there will be plenty of activity and he has made a conservative estimate that the total building investment in Milwaukee during 1915 will amount to at least $12,463,000.

Large consumers of hardwood in Milwaukee are still buying rather conservatively. Wholesalers are naturally finding it rather difficult to adjust themselves to the situation. The mills are demanding pretty stiff prices, while the demand in Milwaukee and other Wisconsin centers hardly warrants as yet these firm quotations. Northern hardwoods are holding especially firm, as the indications are that there will be a shortage experienced in this line later in the season, judging from the present low supply of dry hardwoods. Birch, in particular, is getting low at most points. The sash and door concerns are not buying so freely as might be wished for, but stocks at these plants seem to be low and a better demand is anticipated within the near future. The farm implement concerns here and about the state are buying fairly well. There seems to be a slight improvement in the demand from the furniture manufacturing concerns, although it is hardly so strong as at this time a year ago.

Weather conditions in the northern Wisconsin lumber country have been favorable for logging operations and it is freely predicted that the cut in most sections will be much larger than had been anticipated earlier in this season. This ought to relieve the shortage of hardwood later in the season, when the new cut gets into condition to use. The greatest shortage is expected along in May, when the building season will be at its height and the new cut, with the possible exception of basswood, will hardly be in condition to use.

DETROIT

The hardwood trade in February was better than that of January, and it is expected March will show a slight improvement over February. This is especially so in the retail yard demand, increased building operations having aided the demand for interior finish.

Wholesalers generally do not regard the situation as sufficiently clear to base a prediction for future trade. The manufacturing companies are not increasing production, although flooring and interior finish plants are running better than a few months ago. The watchful-waiting policy is prevalent still.

GLASGOW

Business in this section is fair, and quite a number of the wood consuming industries are for the time busy with government work, so that in a good many instances the demand is steady, the result being that some of the stocks are becoming rapidly exhausted. This is what is wanted, of course, but when these commodities are not being replaced with fresh supplies, the outlook is not too bright. Taken all over business, despite the many difficulties, is proceeding on a far more extensive scale than many are inclined to admit. Everything is being hampered by uncertain tonnage, record freights, and transport delays, but as regards congestion Glasgow is one of the few ports which is remarkably free from congestion. Quite a number of vessels are being sent round to Glasgow for discharge, because of the congestion elsewhere. Several shipments of spruce deals have arrived at this port, and record prices are being obtained. Government requirements have taken up quite a large proportion of each shipment. However, the supplies are not nearly sufficient to meet this market's demands. The various stores are beginning to present an empty appearance, and stocks of everything are commanding higher values. Of birch planks the market is bare, practically all the available stocks being bought up a few weeks ago. Forward buying is naturally slow, no one being inclined to commit themselves while everything is at such an abnormal height. Contracting for Quebec goods has been sparse so far, and the few that have been made are on an F. O. B. basis, which is perhaps the safest. Yellow pine stocks are practically depleted, brokers holding very little with the exception of sidings. The demand for Pacific coast spruce has been very great, and all available stocks are being eagerly snapped up. The same applies to silver pine.

Among the more recent arrivals are the steamships "Lakonia" and "Athenia," from Baltimore and Newport News with the usual assortment of hard and softwoods, oak and whitewood predominating.

Wagon oak, planks on consignment have cleared out briskly well, and as regards the other items, there is no doubt that they will be disposed of ex quay at enhanced prices. The advices from shippers point to higher values being required for future shipments.

The steamship "Kyleness" from Mobile has just arrived and discharges at Glasgow ash boards and logs, staves, pitch pine lumber and oak boards, while at Greenock she will discharge [illegible] pitch pine for different merchants.

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TIMBER ESTIMATORS.

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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions..... 50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—EXPERIENCED

Sales Manager by a well established West Virginia lumber manufacturing company.
Address "BOX 35," care HARDWOOD RECORD.

WANTED

Man familiar with Gum and Southern Hardwoods to take charge of well-established business in this department. Buying and selling by mail. Full particulars first letter.
LICKING RIVER LBR. CO., South Bend, Ind.

WANTED—BY MANUFACTURER

A first-class Oak lumber and Oak flooring salesman, with knowledge of markets and acquaintance with the trade in all consuming markets in United States. State experience, age, salary wanted, references. Address
LONG-BELL LUMBER CO., Kansas City, Mo.

LUMBER FOR SALE

FOR SALE

Select northern Indiana white oak.
50,000 ft. FAS 4/4 quarter-sawed.
50,000 ft. No. 1 Com. 4/4 quarter-sawed.
15,000 ft. No. 2 Com. 4/4 quarter-sawed.
50,000 ft. FAS 4/4 plain sawed.
25,000 ft. No. 1 Com. 4/4 plain sawed.
40,000 ft. No. 2 Com. 4/4 plain sawed.
THE VAIL COOPERAGE CO., Fort Wayne, Ind.

LUMBER WANTED

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

WANTED—POPLAR LUMBER.

Will buy anywhere from 1 to 50 cars 1" log run or No. 1 and No. 2 common Poplar.
THE HAY LUMBER CO.,
Ivorydale, Cincinnati, O.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Piqua, Ohio.

LOGS FOR SALE

FOR SALE

300 M' Black Walnut 10" and up, 150 M' tough gray Ash 10" and up. Address
"WALNUT LOGS," L. B. 115, Villa Grove, Ill.

DIMENSION STOCK WANTED

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.
D. K. JEFFRIS CO.,
Pullman Bldg., Chicago, Ill.

WANTED

Maple, Beech and White Ash squares 1x1, 1⅛x1⅛, and 1¼x1¼x42" long. Must be straight, sound and clear.
GEO. H. MAUS, Amsterdam, N. Y.

WAGON STOCK FOR SALE

WAGON MATERIAL CUT TO ORDER

We are in a position to cut all kinds of wagon material for special order—Oak and Hickory, and supply axles, bolsters, reaches and wagon poles.
S. BURKHOLDER LUMBER CO.,
Crawfordsville, Indiana.

BUSINESS OPPORTUNITIES

FOR SALE

Modern Band Sawmill, Veneer Mills and Dimension department. First-class condition. Best location for southern hardwoods. Plenty of timber, with river and rail connection; good organization and trade established. Always made money, enabling owners to retire. Now is the time—you will never have a better chance. Plant has never closed down and is now running. If interested, write to "BOX 29," care HARDWOOD RECORD.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered

Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
Nashville, Tenn.

MAKE BOX SHOOKS
Up to 24" Long, or
LOOSE BARREL STAVES
Of Finest Quality and at Lowest Cost
From Cordwood, Slabs, or Other Forest Waste by the Use of Gerlach Machinery.
The Peter Gerlach Co., Cleveland, O.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Log Hammers.

Hardwood Consumers' Requirements for 1915

The business depression of the past year has compelled the woodworker to economize wherever possible. He has tried to save money by looking for the cheapest raw material that would meet his requirements. As a result, changes in kinds, grades and dimensions of hardwoods used for 1915 will be more marked and widespread than ever.

The most effective sales corps is the one which has most complete knowledge of customers' needs — a mediocre salesman with this information can make a better showing than the class A man who hasn't it.

A $40,000 investment in collecting and compiling just this information proves to us that no company can afford to individually maintain such a service on a thoroughly effective basis. We offer you the opportunity of protecting your selling investment by providing it for you — all filed for quick reference and instant use.

It is now being corrected throughout for 1915 changes and will be ready for use in revised form in a couple of weeks.

Don't overlook this chance of making the work of your sales department more effective at very little cost.

WRITE FOR PARTICULARS

Hardwood Record, Chicago, Ill.

The revised information is of course most effective while fresh

20 YEARS' SERVICE

a Specialty—Not a Side Line BAND RESAWS

Saginaw Band Resaw

Ludington, Mich
Feb. 18, 1914

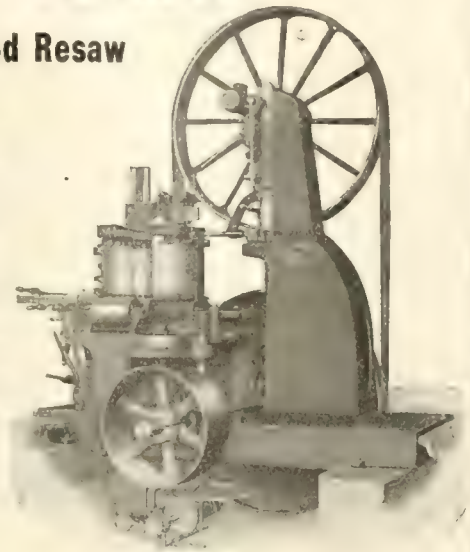
Gentlemen:—

We purchased a Saginaw Band Resaw in 1895, which has been in continuous use ever since. Out of over 500,000,000 feet of lumber, all that was suitable for resawing has been put through this machine.

We have twelve years' cut ahead of us, and this machine will outlast our timber.

Yours truly,

Stearns Salt & Lbr. Co.

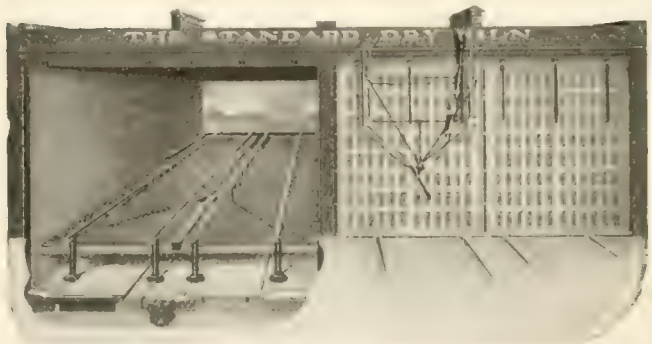


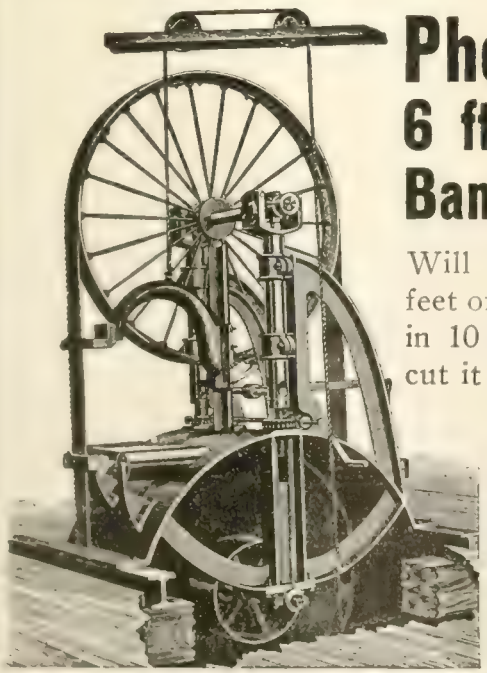
WM. B. MERSHON & CO.
SAGINAW MICHIGAN

Absolute Control

ADAPTING the drying conditions to suit fine hardwoods is easy with The Standard Moist Air Drying System. Because the drying elements—heat, humidity and circulation of air—are always under perfect control.

Write for the catalog and our 64 page list of Standard Dry Kiln users in every branch of the lumber industry. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.





Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

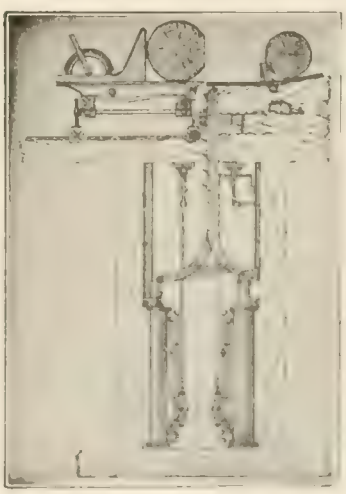
PHOENIX MFG. CO.
EAU CLAIRE WISCONSIN

WM. E. HILL CO.

KALAMAZOO, MICHIGAN

Manufacturers of Saw Mill Machinery

"The line that is imitated"



"Original Hill Steam Nigger"

STATIONARY TYPE WITH IMPROVED CENTER VALVES AND SPECIAL PATTERN TOOTH BAR

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

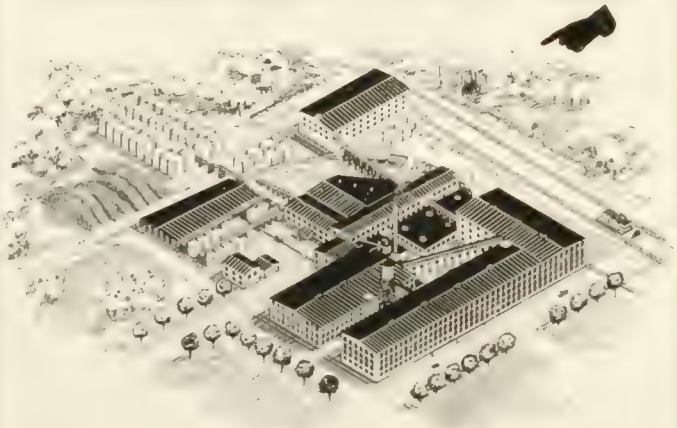
We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Gentlemen—Our Plant



But what's inside of those walls is what really counts. Everything to provide for service. And the quality idea is instilled in all our force, from the highest to the lowest.

Wisconsin Seating Co.

Auto Dashes Tops and Panels Chair Backs and Seats
NEW LONDON, WISCONSIN

MAKERS OF TIME PROOF PANELS

OUR
BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

THE STANDARD VENEER CO.

Manufacturers
Rotary Cut Birch Veneers
HOULTON, ME.
MILL AND STORE AT STOCKHOLM, ME.

SEDRO VENEER COMPANY

Manufacturers ROTARY CUT of COTTONWOOD & DOUGLAS FIR VENEERS AND PANELS
SEDRO-WOOLLEY, WASHINGTON

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES. WISCONSIN

Sliced Quartered Oak

Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee Wisconsin

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.
400,000' 4/4 No. 3 Common Basswood, Rough.
300,000' 6/4 No. 2 Common and Better Soft Elm.
100,000' 6/4 No. 3 Common Soft Elm.
500,000' 4/4 No. 2 Common and Better Hard Maple.
1 Car 8/4 No. 2 Common and Better Basswood.
1 Car 5/4 Nos. 1, 2, and 3 Basswood.
3 Cars 4/4 No. 3 Common Ash.
5 Cars 6/4 Soft Elm Scoots.
3 Cars 6/4 Birch Scoots.
1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods PHILLIPS, WIS.

At the Landing

BIRCH & MAPLE

Ready for Immediate Shipment

700,000 ft. 4/4 No. 2 Com. & Bet. Unsel. Birch
100,000 ft. 5/4 No. 2 Com. & Bet. Unsel. Birch
200,000 ft. 6/4 No. 2 Com. & Bet. Unsel. Birch
75,000 ft. 4/4 No. 3 Common Unsel. Birch
90,000 ft. 6/4 No. 3 Common Unsel. Birch
500,000 ft. 4/4 No. 2 Com. & Bet. Hard Maple
50,000 ft. 5/4 No. 2 Com. & Bet. Hard Maple
80,000 ft. 6/4 No. 2 Com. & Bet. Hard Maple
300,000 ft. 4/4 No. 3 Common Hard Maple
17,000 ft. 6/4 No. 3 Common Hard Maple

The above was carefully manufactured in our own BAND MILL here at New London.

YOU'LL DO WELL TO WRITE US BEFORE BUYING

HATTEN LUMBER COMPANY

New London Wisconsin

Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD CHICAGO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

WE WANT TO MOVE:

50,000 ft. 8/4 No. 2 and better Soft Maple
150,000 ft. 4/4 No. 2 and better Soft Maple
75,000 ft. 6/4 No. 2 Common Soft Elm
75,000 ft. 6/4 No. 3 Common Soft Elm
30,000 ft. 4/4 No. 2 Common Soft Elm
100,000 ft. 4/4 No. 1 Common Basswood
37,000 ft. 4/4 No. 2 Common Basswood

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

100M 4/4 End Dried White Maple
10M 5/4 End Dried White Maple
19M 6/4 End Dried White Maple
21M 6/4 No. 1 Common and Better Hard Maple
50M 12/4 No. 1 Common and Better Hard Maple
30M 16/4 No. 1 Common and Better Hard Maple
25M 4/4 White Pine Crating Lumber
18M 4/4 No. 2 Common and Better Soft Maple

FULL THICKNESS BAND SAWN QUICK SHIPMENT

"Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

100 M ft. 8/4 No. 2 Com. & Better Maple.
30 M ft. of 12/4 No. 2 Com. & Better Maple.
50 M ft. of 8/4 No. 3 Common Maple.
100 M ft. of 12/4 No. 3 Common Maple.
100 M ft. of 6/4 No. 2 Common & Better Birch.
100 M ft. of 5/4 No. 2 and No. 2 Common & Better Birch.
15 M ft. of 10/4 No. 1 & No. 2 Common Birch.
15 M ft. of 12/4 No. 1 & No. 2 Common Birch.
100 M ft. of 8/4 No. 2 Common & Better Rock Elm.
50 M ft. of 6/4 No. 2 Common & Better Rock Elm.
100 M ft. of 6 ft. No. 3 Maple.

We solicit your inquiries. Shipments via C.&N.W., C.,M.& St.P., W.& M.

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

HARDWOOD RECORD

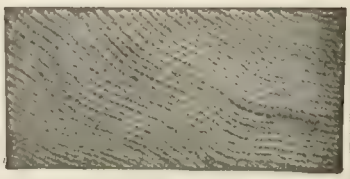
Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



BUFFALO

The Foremost Hardwood Market of the East

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

YEAGER LUMBER COMPANY, Inc.
Oak, Ash and Poplar
932 ELK STREET

T. SULLIVAN & CO.
HARDWOODS
Specialty - Brown Ash
No. 2 ARTHUR STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

POTI CIRCASSIAN WALNUT

During the Russian-Japanese war shipments of Circassian walnut were stopped for 18 months. The present European war is likely to interfere with shipments for a much longer period.

We have 250 Fancy Logs

They are the last of the available supply—of very fine texture and figure.
The world supply is limited. Get your order in early for lumber or veneers.

LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

BOTH NORTHERN and SOUTHERN OAK

HARDWOOD LUMBER and ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured

HARDWOOD LUMBER

from 3/8" thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

ABC AND WESTERN UNION CODE

ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

¶ It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

¶ Kiln dries without checking. No honey-combing, and minimum shrinkage.

¶ Total absence of injurious insects insures sturdy, clean growth.

¶ Our band mills cut oak only—hence filer and sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

PLAIN WHITE OAK

100,000 4/4 1s & 2s
180,000 4/4 No. 1 Common
30,000 5/4 1s & 2s
60,000 5/4 No. 1 Common
30,000 6/4 No. 1 Common

QUARTERED WHITE OAK

20,000 5/4 No. 1 Common
20,000 6/4 No. 1 Common

MIXED OAK

100,000 4/4 No. 3 Sound

GALLOWAY-PEASE CO. Poplar Bluff, Missouri

What Veneer and Panel Consumers Will Use in 1915

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1915 requirements.

The information contained is all first hand and **guaranteed to be authentic.** It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD, CHICAGO, ILL.

Hardwood Record

Twentieth Year, Semi-Monthly.

CHICAGO, APRIL 10, 1915

Subscription $2.
Single Copies, 10 Cents.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER

J. Gibson McIlvain & Company

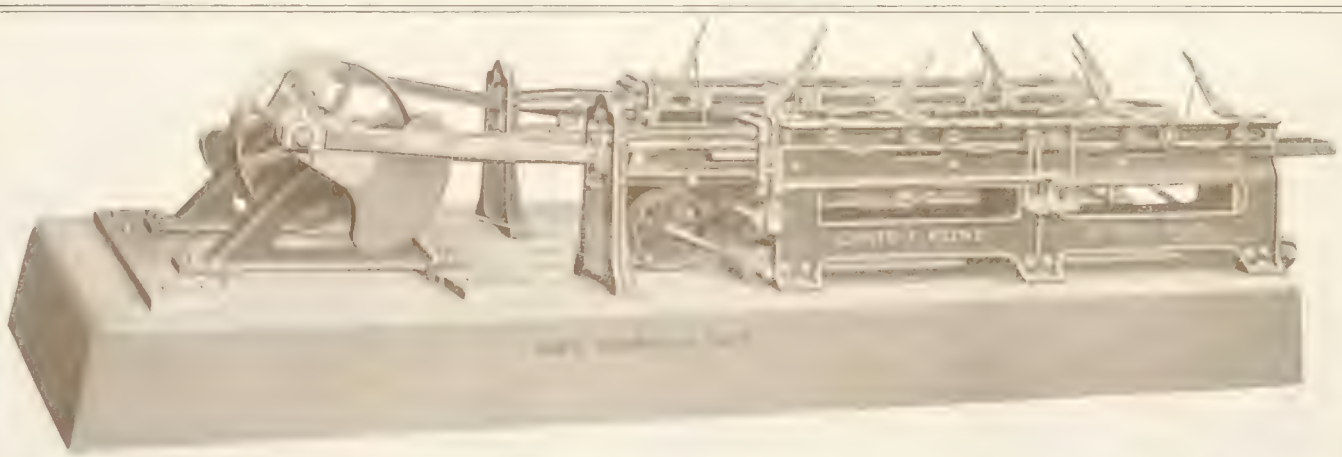
1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4/4 No. 1 Common Birch.....200,000 ft.
5/8 No. 1 & 2 Soft Yellow Poplar... 90,000 ft.
1 car 4/4 No. 1 & 2 Basswood, 10″ & over.
7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT *RIGHT PRICES*



One Man on the Klines Horizontal Beat Two Men on 10 to 12 Uprights

Write for our book that backs the above assertion with mechanical facts, and letters from users.

LUMBER MANUFACTURERS:
Utilize your waste material
WOODWORKERS AND MATTRESS MAKERS:
Make your own excelsior

Let the Kline Booklet tell you how

Kline's Eight Block Excelsior Machines

ALPENA INDUSTRIAL WORKS, ALPENA, MICH.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS, OUR OWN MANUFACTURE

Sales Department

COBBS & MITCHELL, Inc.

CADILLAC, MICH. APRIL 2, 1915.

DRY STOCK LIST

4/4 Basswood 1's & 2's	100 M
1x7 & 8 Basswood 1's & 2's	16
1x9 & 11 Basswood 1's & 2's	21
1x10 Basswood 1's & 2's	12
4/4 Basswood No. 1 Common	200
4/4 Basswood No. 2 Common	500
4/4 Basswood No. 3 Common	50
4/4 Basswood No. 2 Common and Better	200
4/4 Birch 1's & 2's Sap	17
4/4 Red Curly Birch 1's & 2's	½
4/4 Cadillac Gray Elm 1's & 2's	25
4/4 Cadillac Gray Elm No. 1 Common	100
4/4 Cadillac Gray Elm No. 2 Common	300
4/4 Cadillac Gray Elm No. 2 Com. and Bet	100
8/4 Rock Elm No. 2 Common and Better	25
8/4 Rock Elm No. 3 Common	24
4/4 White Maple End Dried (Clear)	9
4/4 Birdseye Maple End Dried	2½
5/4 Maple Step 1's & 2's	15
4/4 Maple No. 3 Common	45
4/4 Maple No. 4	7
4/4 Elm and Basswood No. 4 Common	70

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.

CADILLAC, MICH.

SALES DEPARTMENT

IF YOU WANT

THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

PENROD
Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers of

HARDWOOD LUMBER AND VENEERS

Announce the Opening of
GENERAL OFFICES in
MEMPHIS, TENN.

Veneer Mills,
HELENA, ARK.

Band Mills,
BRASFIELD, ARK.

"STEARNS" QUALITY LUDINGTON

Hardwood Specialists

5,000,000 feet
4-4 to 8-4
BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The STEARNS SALT & LUMBER CO.
LUDINGTON, MICH.

Made (MR) Right
Flooring Has No Equal

Uniform Color and Texture. Manufactured from our own Lumber, cut from our own Timber.

THE MOWBRAY & ROBINSON CO.
CINCINNATI, O.
FACTORY—QUICKSAND, KY.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM, BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY,
CIRCASSIAN WALNUT,
AM. (Black) WALNUT,
RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST

MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

WE HAVE IT

DOOR STOCK, CUT TO SIZE OR IN SHEETS.
POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
QUARTERED OAK, ETC.

BY THE CARLOAD OR L. C. L.

MILLIONS OF FEET ON HAND AT ALL TIMES

WRITE US ABOUT IT

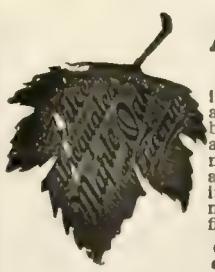
J.J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

Clarence Boyle, Inc., 312 Portland Block Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

¶ For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established 1878

608 So. Dearborn St. CHICAGO — *Mention This Paper* — 55 John St. NEW YORK CITY

NASHVILLE

THE LOGICAL PLACE TO BUY HARDWOODS

THE following is a list of stocks offered to the consuming trade by the hardwood lumbermen of Nashville. The character of the timber from which Nashville hardwood men secure their stocks places them in a peculiarly strong position as far as quality of lumber is concerned. Nashville lumbermen have always been noted for their strict adherence to all terms of sale, and in short have an enviable reputation for making good both as to the quality of lumber and as to grading.

The members of the Nashville hardwood trade solicit your attention to these facts and an opportunity of demonstrating their truthfulness.

MORFORD LUMBER CO.

42,000 ft. 4/4 1s & 2s Pl. Red Oak.
24,000 ft. 4/4 No. 1 Common Plain Red Oak.
12,000 ft. 5/4 1s & 2s Pl. Red Oak.
14,000 ft. 8/4 1s & 2s Pl. Red Oak.
64,000 ft. 4/4 1s & 2s Pl. Wh. Oak.
35,000 ft. 4/4 No. 1 Common Plain White Oak.
8,000 ft. 5/4 1s & 2s Pl. Wh. Oak.
4,000 ft. 5/4 No. 1 Common Plain White Oak.
15,000 ft. 4/4 1s and 2s Qtd. White Oak.
1 car of 10/4 and 12/4 No. 1 Common and Better Ash.
1 car of 5/4 No. 1 Common Poplar.
1 car of 4/4 11" and 12" Poplar Box Boards.

BAKER, JACOBS & COMPANY

3,100 ft. 1" 1s and 2s Poplar, 24" and up.
9,500 ft. 1" 1s and 2s Poplar, 18" to 23".
15,000 ft. 1" 1s & 2s Poplar, regular.
12,000 ft. 1" Sap Poplar.
14,000 ft. 1" No. 1 Common Poplar.
16,000 ft. 5/4 No. 1 Com. Poplar.
40,000 ft. 6/4 No. 1 Com. Poplar.
16,000 ft. 8/4 1s and 2s Poplar.
60,000 ft. 1" 1s and 2s Qtd. White Oak.
20,000 ft. 1" 1s and 2s Plain White Oak.
2,400 ft. 1" 1s and 2s Qtd. White Oak, 14" and up.

TENNESSEE OAK FLOORING CO.

3 cars 4/4 1s and 2s Plain White Oak.
20 cars 4/4 1s and 2s Plain Red Oak.
40 cars 4/4 No. 1 Common Plain Red Oak.
8 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Red Oak.
5 cars 4/4 No. 2 Common Plain White Oak.
1 car 4/4 Clear Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 Common Plain R. and W. O. Strips, 2½-5½-inch.
2 cars 4/4 1s and 2s Quartered White Oak.
10 cars 4/4 No. 1 Common Quartered White Oak.
1 car 5/4 10-inch and wider, 1s and 2s Plain Red Oak.
1 car 6/4 10-inch and wider, 1s and 2s Plain Red Oak.
3 cars 8/4 1s and 2s Plain Red Oak.
2 cars 8/4 No. 1 Common Plain Red Oak.
1 car 6/4 1s and 2s Plain Red Oak.
1 car 6/4 No. 1 Common Plain Red Oak.

THE DAVIDSON, HICKS & GREENE COMPANY

40,000 ft. 4/4 1s and 2s Plain White Oak
20,000 ft. 5/4 1s and 2s Plain Red Oak
15,000 ft. 5/4 No. 1 Plain Red Oak
50,000 ft. 4/4 1s and 2s Chestnut
25,000 ft. 6/4 1s and 2s Chestnut
80,000 ft. 4/4 No. 1 Common Chestnut
40,000 ft. 5/4 No. 1 Common Chestnut
12,000 ft. 8/4 No. 1 Common Chestnut
15,000 ft. 5/8 1s and 2s Poplar, 7" and up
30,000 ft. 4/4 1s and 2s Poplar, 7" and up
15,000 ft. 5/4 1s and 2s Poplar, 7" and up
20,000 ft. 6/4 1s and 2s Poplar, 7" and up
12,000 ft. 5/4 Sap Poplar, 5" and up
18,000 ft. 6/4 Sap Poplar, 5" and up
40,000 ft. 5/4 No. 1 Common Poplar, 5" and up
30,000 ft. 6/4 No. 1 Common Poplar, 5" and up

NASHVILLE HARDWOOD FLOORING CO.

A few items we are very anxious to to move at very low prices.

OAK FLOORING

60,000' ⅜"x1½" Clear Plain White
150,000' ⅜"x2" Clear Plain White
200,000' 13-16" x 2¼" Clear Plain White
40,000' ⅜"x1½" Clear Plain Red
200,000' ⅜"x2" Clear Plain Red
200,000' 13-16" x 2¼" Clear Plain Red
70,000' 13-16" x 2¼" Clear Qtd. White
15,000' ½"x2" Clear Qtd. Red
30,000' ⅝"x2¼" Clear Qtd. Red
20,000' 13-16" x 2¼" Sap Clear Qtd. White

FARRIS HARDWOOD LUMBER CO.

2 cars 4/4 1s and 2s Qtd. White Oak
3 cars 12/4 1s and 2s Qtd. White Oak
1 car 6/4 No. 1 Common Qtd. Red Oak
2 cars 4/4 1s and 2s Plain White Oak
3 cars 3/4 No. 2 Common and Better Walnut
2 cars 8/4 1s and 2s Chestnut
1 car 4/4 Poplar Box Boards, 13" to 17" wide
4 cars 4/4 Sap and Select Poplar
4 cars 6/4 No. 1 Common Poplar
1 car 8/4 No. 1 Common Poplar

JOHN B. RANSOM & CO.

SPECIAL LOT OF STOCK

100 M' 4/4 1s and 2s Plain White Oak
150 M' 4/4 No. 1 Common Plain White Oak
50 M' 4/4 No. 2 Common Plain White Oak
100 M' 4/4 No. 1 Common Plain Red Oak
50 M' 4/4 No. 2 Common Plain Red Oak
50 M' 4/4 No. 1 Common Qtd. White Oak
20 M' 12/4 1s and 2s Qtd. White Oak
5 M' 12/4 No. 1 Common Qtd. White Oak

BAY CITY·MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
500M 4/4 No. 3 Common Hard Maple
100M 4/4 No. 2 Common & Better Soft Maple
100M 4/4 Birch, Mill Run
200M 4/4 Basswood, L. R.
110M 4/4 1st & 2nd Basswood
75M 4/4 No. 1 Common Basswood
90M 4/4 No. 2 Common Basswood
40M 5/4 1st & 2nd Basswood
90M 5/4 No. 1 Common Basswood
60M 5/4 No. 3 Common Basswood
125M 5/4 No. 2 Common & Better Beech
160M 6/4 No. 3 Common Beech

Richardson Lumber Company

15,000 ft. 1x6 1st & 2nds Maple.
200,000 ft. 4/4 No. 1 Common & Better Maple.
200,000 ft. 6/4 No. 1 Common & Better Maple.
100,000 ft. 8/4 No. 1 Common & Better Maple.
100M ft. 4/4 1st & 2nd Maple
40M ft. 5/4 1st & 2nd Maple
100M ft. 4/4 No. 3 Common Maple
500M ft. 5/4 No. 3 Common Maple
20M ft. 6/4 No. 3 Common Maple
100,000 ft. 4/4 No. 1 & No. 2 Common Birch.
75,000 ft. 4/4 No. 3 Common Birch.
40M ft. 4/4 No. 3 Common Birch
10M ft. 6/4 No. 3 Common Birch
50M ft. 5/4 1st & 2nds Basswood
500,000 ft. 5/4 No. 3 Common Beech.
400M ft. 5/4 No. 2 Common & Better Beech
500M ft. 6/4 No. 2 Common & Better Beech
40M ft. 8/4 No. 2 Common & Better Beech
150M ft. 6/4 No. 3 Common Beech
50M ft. 6/4 No. 3 Common Elm
50M ft. 4/4 No. 3 Common & Better White Pine

The Kneeland-Bigelow Company

HARD MAPLE

16/4 1s & 2s, 8" and up.....124,300 ft.
16/4 No. 1 Com..... 34,700 ft.
16/4 No. 2 C. & B., 4 to 7" wide..... 9,000 ft.
12/4 1s & 2s, 8" and up.....203,800 ft.
12/4 No. 1 Com..... 26,000 ft.
10/4 1s & 2s, 8" and up.....163,200 ft.
8/4 1s & 2s, 8" and up.....180,200 ft.
8/4 No. 1 Com., 8" and up..... 8,200 ft.
8/4 heart culls..... 72,000 ft.
6/4 1s & 2s, 8" and up.....286,000 ft.
5/4 1s & 2s, 8" and up.....166,800 ft.
5/4 Bird's Eye..... 920 ft.
4/4 Bird's Eye..... 480 ft.
4/4 White..... 97,500 ft.
4/4 1s & 2s, 8" and up.....650,000 ft.
4/4 Heart culls..... 61,200 ft.
4/4 Plank trim..... 37,000 ft.

BIRCH

5/4 No. 2 C. & B..... 6,200 ft.
5/4 No. 3 Com..... 3,000 ft.
4/4 No. 1 Com..... 52,000 ft.
4/4 No. 2 C. & B.....180,200 ft.
4/4 No. 2 Com..... 28,000 ft.
4/4 No. 3 Com..... 93,500 ft.

BEECH

6/4 No. 2 C. & B..... 35,000 ft.
6/4 No. 3 Com..... 68,000 ft.
5/4 No. 2 C. & B.....409,000 ft.
5/4 No. 3 Com..... 31,000 ft.
4/4 No. 1 C. & B..... 53,000 ft.
4/4 No. 2 & 3 Com.....859,000 ft.
4/4 No. 3 Com..... 57,000 ft.

BASSWOOD

4/4 No. 2 C. & B.....446,000 ft.
4/4 No. 3 Com..... 30,000 ft.

ELM

4/4 Full cut..... 26,000 ft.

ASH

4/4 Full cut..... 18,000 ft.

CHERRY

4/4 Full cut..... 1,600 ft.

OAK

4/4 Full cut..... 6,600 ft.

W. D. Young & Company

800,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
9,000 ft. 5/4x11½" and wider 1st and 2ds Hard Maple
5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.
4,000 ft. 4/4 1st and 2nds Hard Maple.
700 ft. 5/4 1st and 2nds Birds Eye Hard Maple.
300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
150,000 ft. 4/4 No. 3 Common Birch.
15,000 ft. 5/4 No. 3 Common and Better Balm.
50,000 ft. 4/4 Wormy Pine Mill Culls for boxing.
500,000 ft. 4/4 and 8/4 No. 2 and No. 3 Hemlock for boxing.

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.
ROSS & WENTWORTH
W. D. YOUNG & CO.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades *Band Sawn Lumber*

We Make a Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS

THREE-PLY GUM PANELS
BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
MEMPHIS, TENN.

5 cars 4 4" 1s & 2s Plain White Oak.
10 cars 4/4" No. 1 Common Plain White Oak.
5 cars 4/4" No. 2 Common Plain White Oak.
1 car 3/8" 1s & 2s Plain White Oak.
1 car 3/8" No. 1 Common Plain White Oak.
2 cars 4/4" 1s & 2s Quartered White Oak.
5 cars 4/4" No. 1 Common Quartered White Oak.
1 car 4/4" No. 2 Common Quartered White Oak.
1 car 4/4" 1s & 2s Plain Red Oak.
5 cars 4/4" No. 1 Common Plain Red Oak.
5 cars Com. & Better Sound Wormy, Red & White Oak.
5 cars No. 3 Common, Plain Red & White.
1 car 4/4" 1s & 2s Red Gum.
2 cars 4/4" No. 1 Com. Red Gum.
Oak Car Material.
Oak Bridge & Crossing Plank.

Band Sawed Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Garnahan-Allport Lumber Company
SUCCESSORS:
VARNER LAND & LUMBER COMPANY
Geridge, Lonoke Co., Ark.

Salt Lick Lumber Co.

SALT LICK . . . KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

Complete stock of 3/8" and 13/16" in all standard widths

Wanted Fifteen thouand 6 x 8 x 8 No. 1 Sawn, White or Chestnut Oak Ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

JOHN B. YATES LUMBER COMPANY
PENNSBORO, WEST VIRGINIA

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD **CHICAGO**

VESTAL LUMBER AND MANUFACTURING COMPANY

Manufacturers

PLAIN OAK QUARTERED WHITE OAK

Tennessee Red Cedar

BLACK WALNUT POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD, AT VESTAL, TENNESSEE, A SUBURB OF KNOXVILLE

THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

MANUFACTURER

WEST VIRGINIA HARDWOODS

Oliver Building PITTSBURG, PA.

SPECIALS
OAK POPLAR CHESTNUT
All Kinds Band-Sawn Hardwoods
JACKSON-WYATT LUMBER CO.
Franklin Bank Bldg. Philadelphia, Pa.

WM. E. LITCHFIELD
MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

HARDWOOD RECORD'S
strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.
IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

WISTAR, UNDERHILL & NIXON
REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.
QUARTERED WHITE OAK
NICE FLAKY STUFF

A Prominent Veneer Man says:

¶ "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

¶ The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD, CHICAGO, ILL.

The easiest and quickest way to bankrupt the United States is to *burn to ashes every vestige of oak*

Man can no more escape contact with oak, than he can escape breathing. It is the only wood of which it can be truthfully said:

"It is of direct use and benefit to every man, woman and child in America."

There is not a structure in all this country free from the influences of oak. If not used in its flooring or other finish, it is apt to be found in the furnishings, and if by any freak of circumstance other woods have been employed for these purposes, then oak-bark will have been used in the soles of all shoes that tread its halls.

Nature has been particularly partial to oak,—and the fact that the combined totals of all other hardwoods in this country do not equal the uncut oak in our forests proves that nature reposes unusual confidence in oak's ability to fill civilization's wants.

Why not make it your personal business to help create a more wholesome respect for oak among its millions of unconscious users? Such activities will precipitate more oak products,—which means

ADDITIONAL MONEY IN BOTH OUR POCKETS

WRITE

Any manufacturer on the succeeding pages

or

OAK INFORMATION BUREAU, 707 Ellsworth Bldg., Chicago

Oak can be made more profitable to you and to the Members of this Association

Provided, each interests himself in making 100,000,000 Americans realize what they owe to oak and its products.

On the following pages our members are reminding you in detail of oak's importance from the standpoint of production. Its great range of utility demonstrates beyond question our assertion that to totally destroy everything oak, would be to bankrupt this country.

We are counting on you to evolve some plan to boost your sales of oak products. They can be greatly increased, if you will but correctly point the way.

Use Annually in Principal Consuming States

Illinois	258,009,000	Massachusetts	24,698,000
New York	190,326,000	Alabama	19,563,000
Ohio	163,013,000	Iowa	19,408,000
North Carolina	145,059,000	Texas	13,232,000
Tennessee	112,602,550	Louisiana	10,139,000
Arkansas	105,393,000	Mississippi	10,102,000
Kentucky	88,828,000	New Hampshire	8,682,000
Michigan	78,249,000	Maine	6,335,000
Virginia	55,466,000	Vermont	5,423,000
Wisconsin	55,349,000	South Carolina	4,131,000
Missouri	48,435,000	Washington	1,806,000
Maryland	27,860,000	Oregon	1,676,000
Minnesota	25,270,000	Florida	740,000

WRITE

Any manufacturer on the succeeding pages

or

OAK INFORMATION BUREAU, 707 Ellsworth Bldg., Chicago

Oak occupies its place as King of American Hardwoods through merit. Its worth has shown through 300 years of service in this country, to say nothing of 2,000 years of service in England.

The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

OAK MANUFACTURERS

ALABAMA

H. H. Hitt Lumber Company, Decatur.
Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

Carmahan Allport Lumber Company, Allport.
Thane Lumber Company, Arkansas City.
Bliss Cook Oak Company, Blissville.
Brinkley Car Works & Manufacturing Company, Brinkley.
Crittenden Lumber Company, Crittenden.
Crossett Lumber Company, Crossett.
Dermott Land & Lumber Company, Dermott.
Eve Crayton Hardwood Lumber Co., Dermott.
Archer Lumber Company, Helena.
Arkansas Oak Company, Helena.
J. H. Bonner & Sons, Heth, Ark.
Little Rock Lumber & Manufacturing Company, Little Rock.
Miller Lumber Company, Marianna.
Buchanan & Cornelius, McKamie.
Mark H. Brown Lumber Company, Mounds.
Lansing Company, Parkin.
Saline River Hardwood Company, Pine Bluff.
J. F. McIntyre & Sons, Inc., Pine Bluff.
Geo. C. Brown & Co., Proctor.
Lee Wilson & Co., Wilson.

GEORGIA

Case-Fowler Lumber Company, Macon.

ILLINOIS

H. B. Brinks Lumber Company, Cairo.
Thomas McFarland Lumber Company, Cairo.
Williamson-Kuny Mill & Lumber Company, Mound City.

Chicago

Mississippi Lumber Company, Chicago.
Paepcke Leicht Lumber Company, Conway Bldg., Chicago.
Utley Holloway Lumber Company, Great Northern Bldg., Chicago.
Ward Lumber Company, Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville.

Evansville

F. M. Cutsinger, Evansville.
John A. Reitz & Sons, Evansville.
Maley & Wertz, Evansville.
Clemens Reitz & Sons Company, Evansville.
Hoffman Brothers Company, Fort Wayne.
Perrine-Armstrong Company, Fort Wayne.
S. P. Coppock & Sons Lumber Company, Fort Wayne.
Chas. H. Barnaby, Greencastle.
Sanders & Egbert Company, Goshen.
J. V. Stimson, Huntingburg.
Long-Knight Lumber Company, Indianapolis.
Walnut Lumber Company, Indianapolis.
Coppes Bros. & Zook, Nappanee.
Wood-Mosaic Company, New Albany.
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
Reynolds & Clifford, Rushville.
Swain Roach Lumber Company, Seymour.
Fullerton-Powell Hardwood Lumber Company, South Bend.
Cyrus C. Shafer Lumber Company, South Bend.

KENTUCKY

Arlington Lumber Company, Arlington.
J. W. Kitchen Lumber Company, Ashland.
Vansant, Kitchen & Co., Ashland.
Wright-Kitchen Lumber Company, Ashland.
Clearfield Lumber Company, Inc., Clearfield.
Bond Brothers, Elizabethtown.
J. D. Hughes Lumber Company, High Bridge.
Day Lumber & Coal Company, Jackson.
Bassett Hardwood Manufacturing Company, Monticello.
S. M. Bradley, Morehead.
J. H. Faust & Co., Paducah.
Ferguson & Palmer Co., Paducah.
A. B. Smith & Co., Paducah.
Salt Lick Lumber Company, Salt Lick.

Louisville.

W. P. Brown & Sons Lumber Co., Louisville.
Kentucky-Indiana Hardwood Company, Louisville.
Norman Lumber Company, Louisville.
Churchill-Milton Lumber Company, Louisville.
Ohio River Sawmill Company, Louisville.
Edward L. Davis Lumber Company, Louisville.
Louisville Point Lumber Company, Louisville.
Stemmelen Bros. & Fullenlove Company, Louisville.

Lexington

E. R. Spotswood & Sons, Lexington.
Buskirk-Rutledge Lumber Company, Lexington
Kentucky Lumber Company, Lexington.
Turkey Foot Lumber Company, Inc., Lexington.

LOUISIANA

The Ford Bremer Lumber Company, Alexandria.
Colfax Hardwood Lumber Company, Colfax.
D. K. Jeffris & Co., Jeffris.
The Hyde Lumber Company, Lake Providence.
Climax Lumber Company, St. Landry.
Mansfield Hardwood Lumber Company, Shreveport.
Thistlethwaite Lumber Company, Ltd., Washington.

MARYLAND

R. E. Wood Lumber Company, Baltimore.

MASSACHUSETTS

The Atlantic Lumber Company, Boston.

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni.
Lamb-Fish Lumber Company, Charleston.
Issaquena Lumber Company, Issaquena.
Faust Brothers Lumber Company, Jackson.
Mississippi Hardwood Company, Jackson.
D. H. Hall Lumber Company, New Albany.
Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly intrenched today than ever before.

Oak occupies its place as King of American Hardwoods through merit. Its worth has shown through 300 years of service in this country, to say nothing of 2,000 years of service in England.

The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

OAK MANUFACTURERS

MISSOURI

Tschudy Lumber Company, Kansas City
Long Bell Lumber Company, Kansas City.
Galloway-Pease Company, Poplar Bluff.
Baker-Matthews Manufacturing Co., Sikeston.

St. Louis

Garetson-Greason Lumber Company, St. Louis.
Gideon-Anderson Lumber & Mercantile Company, St. Louis.
Thos. E. Powe Lumber Company, St. Louis.
C. F. Liebke Hardwood Mill & Lumber Co., St. Louis.
Waldstein Lumber Company, St. Louis.

NORTH CAROLINA

Asheville Lumber Company, Asheville
Hutton & Bourbonnais, Hickory.
Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove.
W. M. Ritter Lumber Company, Columbus.
Barr-Holaday Lumber Company, Greenfield.
Ironton Lumber Company, Ironton.
S. H. Nigh & Bro., Ironton.
Nigh Lumber Company, Ironton.
Whistler & Searcy Company, Ironton.
Winchester Lumber Company, Winchester.

Cincinnati.

Anchor Lumber Company, Cincinnati.
Atlas Lumber & Manufacturing Company, Cincinnati.
Hay Lumber Company, Cincinnati.
W. E. Heyser Lumber Company, Cincinnati.
Mowbray & Robinson Company, Cincinnati.
Shawnee Lumber Company, Cincinnati.
Bayou Land & Lumber Company, Cincinnati.
C. Crane & Co., Cincinnati.
The John Dulweber Company, Cincinnati.
The New River Lumber Company, Cincinnati.

PENNSYLVANIA

Aberdeen Lumber Company, Pittsburgh.
Babcock Lumber Company, Pittsburgh.
Moore & Keppel Company, Garland.
Highland Lumber Company, Philadelphia.
American Lumber & Manufacturing Company, Pittsburgh.
Kendall Lumber Company, Pittsburgh.
Cherry River Boom & Lumber Company, Scranton.

TENNESSEE

J. M. Card Lumber Company, Chattanooga.
G. H. Evans Lumber Company, Chattanooga.
Conasauga Lumber Company, Conasauga.
Williams Lumber Company, Fayetteville.
Little Lumber Company, Harriman.
Bedna-Young Lumber Company, Jackson.
Kimball & Kopcke, Knoxville.
J. M. Logan Lumber Company, Knoxville.
Vestal Lumber & Manufacturing Co., Knoxville.
Little River Lumber Company, Townsend.

Memphis.

Anderson-Tully Company, Memphis.
R. J. Darnell, Inc., Memphis.
Nickey & Sons Company, Inc., Memphis.
Penrod Jordan & McCowen, Memphis.
E. Sondheimer Company, Memphis.
VandenBoom-Stimson Lumber Co., Memphis.
Welsh Lumber Company, Memphis.
J. W. Wheeler & Co., Memphis.
Chapman & Dewey Lumber Company, Memphis.
Coulson Lumber Company, Memphis.
I. M. Darnell Son Company, Memphis.
Dugger & Goshorn Company, Memphis.
General Lumber Company, Memphis.
Goodlander-Robertson Lumber Company, Memphis.
Green River Lumber Company, Memphis.
May Bros., Memphis.
Memphis Band Mill Company, Memphis.
Memphis Veneer & Lumber Company, Memphis.
Moffett, Bowman & Rush, Memphis.
Mossman Lumber Company, Memphis.
Russe & Burgess, Inc., Memphis.
James E. Stark & Co., Memphis.
Albert N. Thompson & Co., Memphis.
Three States Lumber Company, Memphis.
John M. Woods Lumber Company, Memphis.

Nashville

Davidson, Hicks & Greene Company Nashville.
Lieberman, Loveman & O'Brien, Nashville.
Morford Lumber Company, Nashville.
Southern Lumber & Manufacturing Company, Nashville.
Farris Hardwood Lumber Company, Nashville.
John B. Ransom & Co., Nashville.

TEXAS

Sabine River Lumber & Logging Company, San Antonio.

VIRGINIA

U. S. Spruce Lumber Company, Marion.
Honaker Lumber Company, Honaker.
Boice Lumber Company, Inc., Richmond.
Keys-Walker Lumber Company, Roanoke.

WEST VIRGINIA

Lewis Lumber Company, Allright.
Leatherwood Lumber Company, Altman.
Blue Jay Lumber Company, Blue Jay.
The McClellan-West Lumber Company, Bluefield.
West Virginia Timber Company, Charleston.
Courtney Company, Charleston.
Porter Lumber Company, Charleston.
Pardee & Curtin Lumber Company, Clarksburg.
Fenwick Lumber Company, Fenwick.
Lawson Lumber Company, Henlawson.
Lilly Lumber Company, Hinton.
Clay Lumber Company, Middle Fork.
Nicolette Lumber Company, Nicolette.
The Parkersburg Mill Company, Parkersburg.
The Meadow River Lumber Company, Rainelle.
Warn Lumber Corporation, Raywood.
American Column & Lumber Co., St. Albans.
Bowman Lumber Company, St. Albans.

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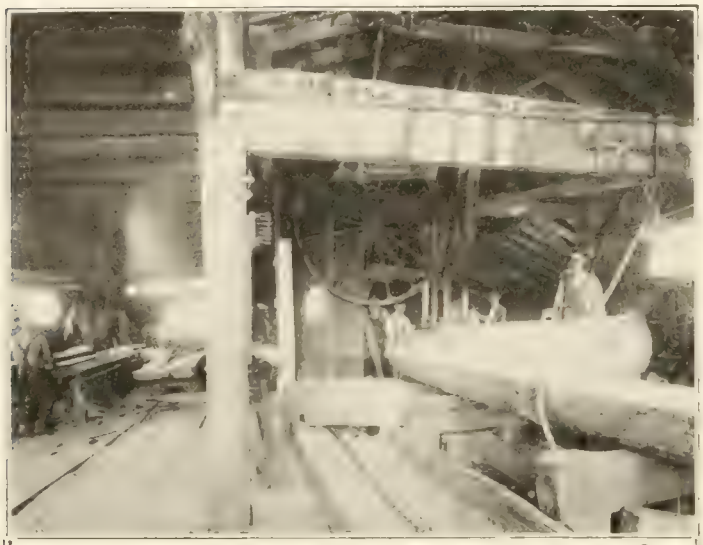

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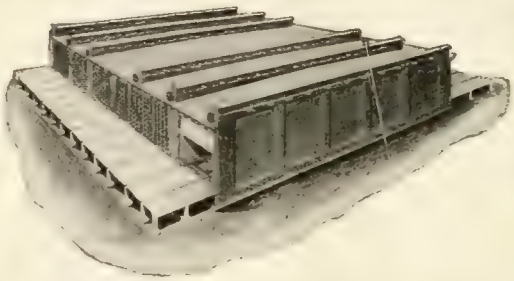

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Hardwood Record

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Review and Outlook

General Market Conditions

THE PAST WEEK HAS DEVELOPED features all over the country which cannot but be considered as indicating a strengthening optimism. These developments are not confined to lumbering and allied trades, but are seen in connection with other important industries, chief of which is the increase in forces employed by steel plants in different parts of the steel producing sections. These reports have been insistent for some time past, but at no time have they been so general as during the past two weeks, and this in spite of the fact that the railroads are still purchasing very modestly.

Of course no one can reasonably expect real business activity until the close of the present upheaval abroad, but business men in this country can justifiably expect a much nearer approach to normal times, and the increasing confidence with which big business men view the situation shows that those times are rapidly approaching.

The development of increased trade in steel and other products would not necessarily, of course, mean an immediate improvement in the lumber business, but it surely does indicate that the business situation of the country as a whole is on the mend. Most important of all, it shows that the captains of industry, so-called, as governing the affairs of the steel business, have greater confidence in the situation, and no one will deny that confidence is all that is needed.

There is still a good deal to be desired as far as the consumption of lumber is concerned, but now that the spring months are actually here it can reasonably be expected that we are going to get more action, especially in the building lines, which continue to show increases in extent in practically all important cities of the country.

As far as the hardwood trade is concerned there has been very little in the way of new developments to talk about in the last couple of weeks, with the exception of the number of orders of considerable size, which have continued to increase, and that there really seems to be a growing appreciation on the part of both producers and buyers of the fact that lumber is worth a certain amount of money and should be sold at a figure which will at least bring back the actual value of the stock. In other words, the scale of prices is very slowly but at the same time surely getting to a point where it shows a better level. There is an increasing number of companies which are showing confidence in the situation by holding their stock for better prices. The fact that this is a country-wide policy certainly should have significance.

A measure of hope is seen in the Lloyd's transactions involving the date of the closing of the war, and these shrewd insurance people surely should have enough inside information to be able to form a moderately comprehensive and authoritative idea as to when the hostilities should cease. The odds they are offering, while not to be taken as official in any sense of the word, and not to be banked on unduly, can be given credence to a measure at least. In fact, they are being given credence in some quarters, with the result that some hardwood men are making lumber in anticipation of a tremendous demand as soon as the war comes to an end.

As far as the different stocks are concerned, they continue on about the same basis as they have been selling for some time past, with very little change in demand.

The vehicle, implement and box trades seem to be in the lead as far as purchases of lumber are concerned, with the continued policy on the part of furniture, cabinet and woodworkers in different consuming states to buy to meet actual requirements.

Cover Picture

AGRICULTURAL MACHINERY of the latest patterns and stumpy fields do not go well together. Stumps and tillage were not necessarily antagonistic in the days when the farmer scratched his ground with a shovel-plow, harrowed it with a thorn brush, planted it with hand and hoe, worked it (if in corn) three times during the early summer, and "laid it by." At any rate, most of the pioneers east of the Mississippi river, and a considerable number west of the Father of Waters, did their farming in that way during the long period required for the stumps to disappear by decay from tracts where primeval forests once stood. The most pretentious agricultural implements in use at that time were sickles, scythes, flails, hoes, hand rakes, and plows. Even the "groundhog"—the prototype of the modern thrasher—was just making its first appearance.

Today the farmers use mowers, reapers, tedders, root diggers, hay haulers, gang plows, and any other machines to save time and elbow grease. These machines do poorly in negotiating stumpy land, and are unprofitable unless the ground is open and clear of obstacles.

The cover picture illustrating this issue of Hardwood Record shows a piece of land in a northern state, in process of transformation from forest to farm. The lumberman has come and gone. He took all the timber the sawmill wanted, and left the ground shoulder deep with trash. That is not an inviting situation for the farmer, because the amount of work required to put such land in shape for the mowing machine or the cultivator is so great that no lazy man will tackle it. During the first stages of the operation the most powerful agent is fire. That usually bares the ground, except the larger logs and the stumps. The clearing of logs is not so serious; but the stump proposition is another matter. To leave them until decay does the clearing, involves a delay of many years; to grub them out may cost as much as the land is worth; to burn them out requires much labor and lots of time; and to pull them from the ground calls for powerful machines.

The Railroads and the Shippers

NOTHING HAS HAPPENED in recent years of more portent to shippers than the gathering of prominent railroad officials and lumbermen which took place at Memphis on April 7. The meeting means not only that manufacturers of southern lumber have made the justice of their case clear (and in the face of the evidence presented it is but a policy of ordinary business judgment to surround them with more favorable shipping conditions), but that there is a more receptive spirit apparent on the part of the railroads towards the other fellow's side.

A perusal of the proceedings of the meeting as given on page 22 will reveal the spirit of the meeting—a spirit fair in the extreme but on the part of the lumbermen a spirit portentious of a genuine concern for the life of their industry.

The singular moment of the meeting is given evidence by the big attendance of railroad officials—their realization of its significance to them was shown by their close attention to the proceedings.

It is impossible to forecast results, but to one having been present there is only one possible outcome, the readjustment of rates to intelligently meet actual shipping conditions; the almost complete cessation of manufacture and shipment of certain kinds of southern lumber. The lumbermen expressed themselves as having their books open to substantiate the exhibits made of their operations.

A Look Into the Future

IT IS A PRETTY GOOD RULE not to cross the river until we reach it, yet when we know that we are bound to come to the ford sooner or later, it is not a bad policy to make inquiry concerning the chances of getting across.

The exhaustion of the existing forest resources of the United States lies ahead, and it will be reached at some future time, but, fortunately, the day is not immediately at hand. There are a few figures on the subject which are worth thinking over. According to the inventory of forests by the Bureau of Corporations, there are 2,826,000,000,000 feet of standing timber, suitable for lumber, in the United States at this time. The annual cut for lumber is approximately 40,000,000,000 feet. If no growth should take place, and the present rate of cutting should continue, a very simple sum of long division shows that the last tree will be reached in about seventy years.

However, the problem is not quite so simple. During that seventy years, some wood will grow, and some timber now standing will fall of its own accord and decay without reaching a sawmill. While the mills are sawing 40,000,000,000 feet a year, the cordwood cutters, crosstie hewers, pole contractors, and other users are taking from the forest another 40,000,000,000 feet a year. That is the lowest estimate which has been made of this drain, exclusive of lumber. Some insist that it will amount to not less than 60,000,000,000 feet a year. The fact is, no one knows this drain with anything like the accuracy with which the sawmill cut is known, but all admit that it is very large.

If this drain is added to the lumber cut, it would appear that the supply will last only thirty-five years, instead of seventy; but an examination of the facts somewhat modifies that conclusion. The Bureau of Corporations' estimate included saw timber only, and not the tree tops, limbs, and small stuff; and it is of this latter that most of the poles, ties and cordwood are cut. In other words, they are made from what the sawmills don't want, and for that reason they don't much increase the drain on the saw timber at present, though the cutting of small stuff results in lessening the future supply of sawlogs.

The United States contains a little more than 500,000,000 acres of forest land. This means land which now has timber, or such as once had it and ought to have it again. It does not include any arid regions too dry or poor to grow trees. The present supply is on these 500,000,000 acres, and the future supply must come from there. The present average stand per acre, for the whole area, is approximately 5,650 feet—a rather thin stand, considered as a whole.

The average annual growth of a good hardwood forest in the southern Appalachians is about forty cubic feet or three hundred board feet (feet of boards) a year. Good softwood forests will do a little better. Suppose that the whole of the 500,000,000 acres of woodland in the United States grows trees at that rate. The problem of future supply is solved at once; for, at 300 board feet per acre a year, the annual total is 150,000,000,000 board feet, or nearly twice the present cut of lumber, poles ties, fuel and pulpwood.

Unfortunately, the weak place in this argument and conclusion is that the present forests are not producing new wood at anything like the rate of 300 board feet a year per acre. Enormous tracts are not producing a thing of value, because fires kill the young trees and leave the land barren. Most of the broadleaf forests will sprout from the stumps and roots after the old trees are cut, and thus restore themselves. They may survive after one or two crops of sprouts have been killed by fire, provided no more fires occur. But the needleleaf forests—except redwood—do not restore themselves by sprouts. After the trees are cut, if a fire runs through the slashings and destroys the seedlings and the seeds that are on the ground, that tract is done for as a producer of timber, until some means are found to start a new growth from outside sources.

The future of the timber supply need not be dark or doubtful; but it must be confessed with sorrow that at present the prospect is somewhat gloomy. In so many parts of the country the efforts to protect and restore the tree growth are feeble, half-hearted, and inadequate. In too many instances the timber owner, with indifference for the future, and looking only at present profit, skins his tract and passes on. The people generally have not responded to the need of preparing for the future. Some states have taken forward steps in conserving their timber resources, but others, acting through ignorance or indifference, have adopted half-cooked excuses for forest policies, even going to the extreme of placing their forests in the keeping of game wardens, or some moss-grown commission.

Their Efforts "To Pull Together"

HARDWOOD RECORD HAS MENTIONED in past issues the efforts now being promulgated by members of St. Louis' lumber and allied trades to form a large comprehensive organization whereby all of the industries directly interested in the production, sale and remanufacture of lumber products may be formed into one organization for the general good of all. They have felt that the trend of the times makes necessary unified movement and as great an organization as possible in order to insure maximum prestige to effect such action as will be necessary for the interests of all.

The Lumbermen's Association of Chicago is the model on which the St. Louis lumbermen are planning their new organization. In fact, Chicago men prominent in the local organization have given their advice on invitation from the St. Louis lumbermen, in order that the St. Louis organization may be gotten up along as comprehensive and effective lines as possible.

All this goes to show that the idea of getting together and overlooking the barriers raised in the past by diversion of interests in the minor details is becoming year after year more generally accepted as the important theme of business. The essential to the success of an organization such as the Lumbermen's Association of Chicago is harmony throughout. The individual divisions have their respective questions to solve among themselves, but in the broader issues in which the trade as a whole is involved, the entire organization works without jealousy or regard for any individual interests, and the result has been giving to Chicago lumbermen and industries closely allied with lumbering in the city, a prestige never before been enjoyed.

The plans in this direction as worked out by St. Louis lumbermen and others in similar lines are indeed to be commended. This idea of getting together to work for the common good will spread without a doubt, and it will do so logically as certainly those interested in selling things made from wood are just as vitally interested in the broader questions surrounding their industry as are the lumbermen producing raw material from which to make those articles. Perpetuation of demand and continuance of business along the most favorable lines are questions which can be solved only by the consolidation of combined action on the part of all. These plans give the desired momentum, and can very well be taken as models for similar organizations where the extent of the industries is great enough to warrant.

What Becomes of Oak Lumber

The latest published statistics show that the annual cut of oak lumber in the United States totals 3,318,952,000 feet. That which is used in its rough form, added to exports and sawed railroad ties, amounts to 1,335,367,000 feet. The remainder, which is 1,983,584,000 feet, is worked in shops and factories and is made into numerous articles. These belong to different industries. The following table apportions the oak among forty-eight wood-using industries, shows the amount consumed by each of them, and the average price paid for oak by the different industries.

Industries	Quantity used annually feet b. m.	Average cost per 1,000 ft.
General mill work	501,367,772	$35.70
Furniture	131,053,289	34.11
Car construction	305,276,814	26.81
Vehicles and vehicle parts	212,918,361	34.92
Chairs	135,269,118	28.93
Agricultural implements	69,346,130	35.51
Fixtures	62,681,744	49.80
Boxes and crates	56,362,111	13.98
Ship and boat building	32,382,311	42.65
Refrigerators and kitchen cabinets	31,351,521	31.27
Instruments, musical	20,638,480	48.39
Sewing machines	19,106,250	45.70
Picture frames and moulding	16,043,423	42.12
Plumbers' woodwork	14,031,200	36.31
Handles	12,458,472	25.86
Machine construction	8,295,864	29.16
Woodenware, novelties, etc.	7,716,860	25.77
Caskets and coffins	7,544,255	47.24
Pulleys and conveyors	7,343,500	27.99
Tanks and silos	5,042,401	57.45
Electrical machinery and apparatus	4,936,000	41.79
Mine equipment	4,826,472	17.54
Gates and fencing	2,640,700	15.20
Clocks	2,637,027	35.62
Equipment, playground	2,576,800	20.84
Sporting and athletic goods	2,497,559	57.96
Toys	1,444,057	24.56
Saddles and harness	1,248,000	36.55
Elevators	956,200	43.20
Pumps and wood pipe	565,800	44.98
Laundry appliances	427,500	32.04
Brooms and carpet sweepers	405,000	39.04
Boxes, tobacco	403,200	33.87
Professional and scientific instruments	372,100	32.73
Rollers, shade and map	294,000	24.31
Printing material	272,100	36.02
Bungs and faucets	250,000	17.52
Patterns and flasks	182,200	41.17
Weighing apparatus	158,000	43.13
Brushes	90,900	27.11
Dowels	77,000	17.40
Shuttles, spools and bobbins	39,000	47.44
Whips, canes, and umbrella sticks	20,000	65.00
Butchers' blocks and skewers	12,000	30.00
Signs and supplies	12,000	52.08
Trunks and valises	4,500	42.22
Aeroplanes	3,500	42.29
Boot and shoe findings	3,000	8.00
Total	1,983,584,491	$33.48

The first and largest industry is general millwork which includes flooring, ceiling, doors, sash, blinds, stair material, and many other articles of a similar kind. Furniture is somewhat smaller in quantity of wood consumed, but it is very large. The manufacturers of railway cars also make enormous demands upon oak supplies. It will be noticed that furniture and chairs are considered to be separate, under the schedule of industries adopted by the Forest Service where the foregoing table was compiled. The reason for classifying them as separate industries is that chairs are frequently the product of factories which make nothing else, and the method of manufacturing chairs differs from that employed in making general furniture. If chairs and furniture are counted as one industry it exceeds general millwork in volume of wood used.

Cost of Material

The different industries do not pay the same price for the oak they use. The average cost at the factories is $33.48. The lowest price is paid for the small quantity made into shoe shanks, which are thin pieces, cut from rotary veneer, and placed between the soles of shoes, under the arch of the foot. This material reaches the factory in the form of logs, to which fact its low price is due.

The highest price is paid for stock to be made into whip handles. It reaches the factory in the form of squares, and is already partly manufactured. That explains its high price. The price next to the lowest is paid by makers of boxes and crates who use low grades of lumber.

The total sum paid for oak by all the industries in the United States that use it is $66,408,069 a year. The price paid by a particular industry is governed largely by the grade of material bought, but other things have something to do with price, especially the distance of the supply from the place where it is to be used. In some cases, part of the manufacturing is done before the stuff reaches the factory which completes the article. This increases the cost at the finishing or assembling factory. Chairs and vehicles belong in this class.

The table of industries and prices make no distinction between white oak and red oak. Grade for grade, there is not much difference in cost. If the whole country is included, white oak is employed in larger quantity than red oak.

The foregoing table does not include any of the oak that is used in the cooperage business. To include this would add many million feet to the total given. This wood is employed by the makers of both tight and slack cooperage. Tight cooperage includes barrels for liquids, and white oak is chiefly employed; while slack cooperage embraces barrels and kegs for dry articles, and for this red oak is as serviceable as white.

The Scene Shift in the Spoke Trade

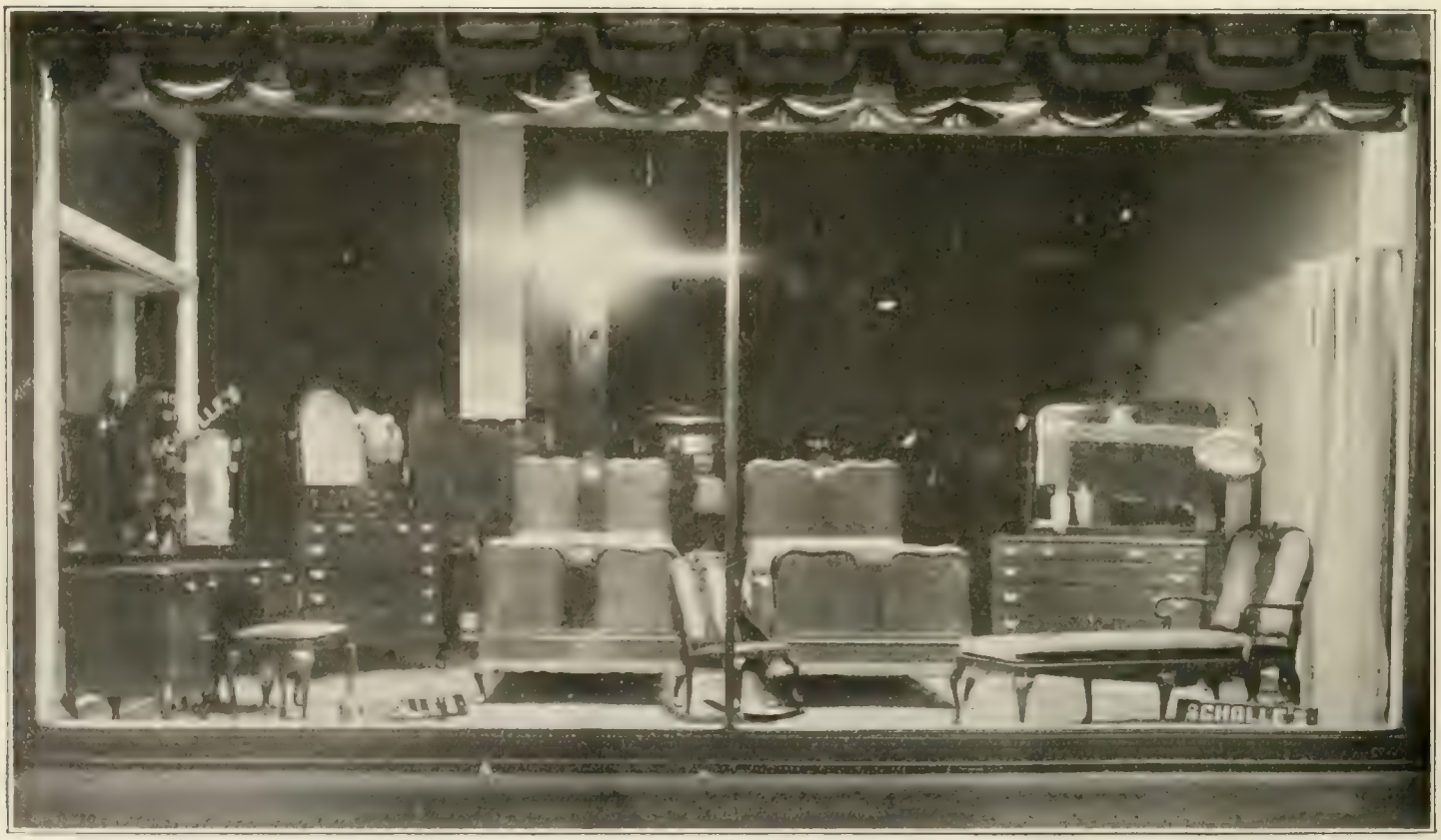
Changes come to all branches of the hardwood business from time to time, but no other branch of it reflects at present so radical a shift in the scenes as the spoke branch of the trade, especially in the manufacture and sale of hickory spokes. The shift is due to the introduction and rapid development of the automobile and the motor truck. These call for spokes in enormous quantities, but the call is entirely different and has been the means of replacing what was formerly the cream of the hickory spoke trade.

This was set forth in a plaint made recently by a prominent manufacturer who has been identified with the spoke business all his life. He said that the automobile business had ruined the finer spoke trade, which was the manufacture of hickory spokes used in the high-priced buggies and carriages of the older days, and to which the spoke manufacturer looked for his main profits. This change might not seem to make much difference since the automobile calls for a larger quantity than has been lost in the fine carriage and buggy spoke trade, but the spoke man complains that there is no money in the auto spoke trade, that it is handled on the same close margin of the low-grade and cheap buggy spokes and wagon spokes of olden times. He contends further that the same high quality of hickory stock is not insisted upon. The automobile manufacturers are close calculators and shrewd buyers, and because of the large quantity used they insist on narrow margins with a final result that this branch of the spoke business today is very unsatisfactory from a profit yielding standpoint.

Meantime it has replaced that old trade in fine spokes and shafts that made the best profit and has brought home the realization that the spoke men never made enough profit on the lower priced goods. So far as quantity is concerned, the spoke trade is as big today as it ever was, perhaps bigger.

It is a mistake to depend on the highest grade product for all the profits. Every grade and specification of mill products should pay its own fair profit. Then the shifting of scenes from one to another will not so disturb the balances of those engaged in the trade.

SPECIALLY DESIGNED BLACK WALNUT DINING ROOM FURNITURE OF WILLIAM AND MARY PERIOD



QUEEN ANNE BLACK WALNUT BED ROOM SUIT

Walnut Given a Remarkable Boost

The best evidence of the trend of public opinion, expressing favor or disfavor, in which any kind of wood is held in its use in manufactured articles is the attitude of the retail trade. Woods come and go with change of times and styles, as certain woods are best used in a certain period of furniture in high-grade lines, while other woods are best adapted to some period altogether different. Thus with changes in demand for certain periods the woods change with them, and while of course the furniture dealers offer different styles of furniture at all times, they bend their efforts to pushing certain lines which their judgment has told them will be in greatest demand.

Everyone can without great effort remember the old-fashioned walnut pieces which, because of unintelligent methods of finishing and cumbersome design, were relegated to the attic years ago. When the manufacture of furniture as used by the average individual gradually became a matter of artistic taste, these old pieces were decidedly in disfavor and inasmuch as the general impression was that they represented the only possibilities in manufacturing walnut, the wood was not much in use for a considerable period of time up to a few years ago.

However, furniture manufacturers and dealers conceived three or four years ago that walnut properly finished would make up into bedroom, dining room and other furniture that would have the characteristics of beauty possessed by no other wood, as they would be unique in themselves and give a tone of richness peculiar to walnut. Each wood has its own beauties and walnut advocates can justly claim that the rich brown of the modernly finished stock has a peculiar softness that makes an unusual appeal.

Some of the far-sighted retailers have ultimately succeeded in getting manufacturers to make up lines in walnut, and one of the most ardent advocates in modernly finished walnut furniture is the Scholle Furniture Company of Chicago. The firm handles a high-grade line in all of its stock and has been energetic in advocating the manufacture of walnut periods for several years past. The result has been that it now has an unusually complete line of walnut bedroom and dining room suits, which it has been showing on its floors and which has been given a good deal of prominence during the last few months in its ads and window displays.

Accompanying are shown three walnut furniture displays, two of which on opposite pages show window displays on Wabash avenue. The other shows an extensive display of walnut on the third floor of this company's store, and this represents an especially designed dining room suit that is certainly a beauty.

That shown on this page is all hand work and represents an elaborate dining room suit worked out in the style of Queen Anne. On the opposite page the bedroom suit is also of the Queen Anne period, while the dining room suit is William and Mary.

All of these pieces are elaborately worked up to show the best in walnut, and are certainly striking evidences that walnut can offer something of exceptional beauty and of quality to appeal to the most fastidious taste.

Remember that the mainstay of a saw tooth is its corners—keep them well braced up.

We might argue that the finer the abrasive wheel on the knife-grinder, the better edge can be secured and the less whetting will be required, but sometimes cool grinding is more important than fine-grained work. Also, one can obtain pretty smooth work by light cutting even from a comparatively coarse-grained wheel.

Sometimes doctoring a hot journal will save hammering a contrary saw.

BLACK WALNUT DINING ROOM FURNITURE

Pertinent Legal Findings

Computing Sales Agent's Commission

A contract employing a sales agent guaranteed him $2,400 a year and one-fourth of the profits derived from his sales by the lumber company which engaged his services. The agreement contained no provision showing the basis upon which it was understood that such profits should be computed, and the company preserved no record showing the cost of producing the lumber sold by him, apart from the cost of manufacturing all the company's lumber. Under this state of facts the supreme court of Oregon holds that the profits are to be ascertained by charging against the proceeds of the lumber sold by the agent a proportionate share of the expense covering the company's entire manufacture and of the $2,400 guaranteed compensation. (Lee vs. North Pacific Lumber Company, 146 Pacific Reporter 131.)

When Contract Must Be In Writing

An agreement to sell timber to be manufactured into certain products is invalid unless evidenced by a writing signed by the party to be bound thereby. There need be no formal instrument, but there must be at least a memorandum showing the essential elements of the contract, including the identity of the parties, the subject of sale, and the price. But an oral acceptance of a written offer constitutes a valid agreement. (Springfield, Mo., court of appeals, Carter vs. Western Tie & Timber Company, 170 Southw0estern Reporter 145.

Assumption of Risk by Employe

An employe in a lumber mill assumed the risk of being injured through attempting to push a truck load of lumber over the edge of a rise in a floor, although he did not notice that a plank which was used to make the place even was displaced. (Arkansas supreme court, Sweeney vs. Malvern Lumber Company, 172 Southwestern Reporter, 821.)

When Title Passes to Buyer of Lumber

When a quantity of lumber is sold for delivery to the buyer by railroad the question as to when title passes to him is primarily a question of mutual intention as shown by the terms of the contract. Ordinarily, delivery to the railway company will be presumed to pass title to the buyer, but this presumption may be overcome by showing that some act was to be performed by him before acceptance of delivery, such as inspection, measuring, etc. Even after actual delivery by the railway company it may be shown that title did not pass because of rejection of the lumber as not conforming to the contract of sale. (Kentucky court of appeals, G. I. Frazier Company vs. Owensboro Stave & Barrel Company, 172 Southwestern Reporter 652.)

Right of Way for Logging Railroad

The mere fact that an owner of land has permitted a lumber company to use a strip of it for the purpose of maintaining a logging railroad along it cannot be construed to give the company a permanent right of way. Unless there has been a grant of a right of way, it must appear that the strip has been occupied by the company under a claim of legal right for a long enough period to give a right of way by adverse possession. (California district court of appeal, Brandon vs. Umpqua Lumber & Timber Company, 146 Pacific Reporter 46.)

Validity of Contract of Sale—Storage Charges

When a contract, instead of requiring a seller to deliver a definite quantity of lumber or timber products, provides for delivery of as great a quantity as it is possible to accumulate at a certain place during a given period, there can be no recovery by the buyer for refusal of the seller to make any delivery, since the quantity is left too uncertain, and this is especially so where the quantity which can be accumulated depends upon uncertain contingencies. But where the buyer has not previously repudiated the agreement on this ground, he becomes liable for the agreed price on the seller making a delivery at the contract place. When one agrees to store timber products free of charge he cannot subject the owner to liability for storage charges until he has given reasonable opportunity for removal of the products after notice that charges will be made. On the other hand, if the owner permits the products to remain after lapse of a reasonable time for removal after being notified that certain charges will be made, he becomes liable therefor, regardless of whether he expressly agrees to pay such charges. (Alabama supreme court, American Tie & Timber Company vs. Naylor Lumber Co., 67 Southern Reporter 246.)

Conclusiveness of Inspector's or Surveyor's Decision

When the parties to a contract for a sale of timber or lumber delegate to a third person the matter of determining quality or quantity, or some other question arising under the agreement, his decision is binding upon both parties, in the absence of fraud or such gross mistake as implies bad faith or a failure to exercise an honest judgment. (United States circuit court of appeals, eighth circuit; Frisco Lumber Company vs. Hodge, 218 Federal Reporter 778.)

Adjustment of Dispute Under Millwork Contract

Defendant company gave an order to plaintiff company for the manufacture of doors, sash, transoms, etc., out of "western pine," and plaintiff accepted the order, but manufactured the articles out of spruce. The work was shipped to defendant, but delivery was accepted under protest, with reservation of the right to claim deduction from the agreed price. Plaintiff refused to agree to a deduction, claiming that "western pine" and "spruce" were synonymous. Later, however, it was agreed that the original price be paid, less the deduction, and that defendant's right to a deduction be left to determination by arbitration or litigation. On these facts the Louisiana Supreme Court decided in the case of Huttig Sash & Door Company vs. Allen Manufacturing Company, 67 Southern Reporter 340, a suit to recover the unpaid portion of the agreed price, that defendant waived its right to receive the work under protest, by entering into the last agreement mentioned.

When Fire Excuses Delivery of Lumber

Defendant agreed to ship 58,000 feet of No. 1 maple flooring to plaintiff, the contract containing the provision: "All contracts are contingent upon strikes, fires, breakage of machinery and other causes beyond our control." Before any of the flooring had been manufactured or delivered, defendant's mill was destroyed by fire, without fault on defendant's part. Defendant thereupon claimed release from the contract under the provision quoted, and plaintiff sued to recover damages as for breach of the contract to deliver the lumber. The trial court decided that there could be no recovery, and this decision has just been approved by the supreme judicial court of Massachusetts (New England Concrete Construction Company vs. Shepard & Morse Lumber Company, 107 Northeastern Reporter 917). The latter court says: "The agreement is not an absolute contract by which the defendant agreed to furnish the flooring to the plaintiff, but was subject to certain conditions, including the condition that the contract was contingent upon fires; that is to say, the defendant was excused from performance in the event of the happening of any of the contingencies set forth in the contract. * * * The effect of this clause was not to extend the time of performance beyond the time limit, but wholly to relieve the defendant from the obligation to furnish the flooring called for by the contract. * * * The mill having been destroyed by fire, the defendant is wholly relieved from performance; at least, in the absence of evidence to show that the fire was the result of its willful and intentional wrong, or that of its servants or agents."

Recovery of Excessive Freight Charges

Suit cannot be maintained in a state court to recover against a railway company on the theory that freight charges collected on interstate shipments of lumber were excessive, if the rates charged conformed to published tariffs, and no order for a refund or reparation has been made by the Interstate Commerce Commission. (Nebraska Supreme Court, F. A. Foster Lumber Company vs. Union Pacific Railroad Company, 151 Northwestern Reporter 168.)

The Lumbermen's Round Table

What the Salesman Should Know

There are two things the salesman of any commodity ought to know as much about as possible. One is his own commodity, and the other is the requirements of his customer.

A great many hardwood lumber salesmen fall down at one end or the other, and some at both. Too few salesmen are familiar with manufacturing and handling lumber. A great many of them are located in consuming districts, and seldom get to the mills. They have not learned the characteristics of the lumber they are selling, and hence their talk regarding it, instead of expert characterization, is usually colorless, bromidic repetition of the usual claims.

If every lumberman were to make a point of having his salesman go through his plant, study his lumber on the yard and see just what is being done to insure good material for the user, it would solve a great many problems that are exceedingly difficult under present conditions.

On the other hand, even those salesmen who are close to consumers often fail to grasp the essential features of their lumber requirements. They merely take the announcement of the grades wanted, and quote on them, without stopping to consider whether those grades are best suited to the needs of the customer. He profits most who serves best, and "service" in lumber is certainly indicating the right stock for the purpose. Many consumers are not practical lumbermen, and buy without having really analyzed their own requirements, and the salesman who came along with ability to do this for them would command their interest, attention and respect. And that is the only royal road to business.

It is true that many buyers of lumber are suspicious of the salesman, and do not encourage him to make suggestions, nor to depart from the routine system of quoting on standard grades. But the opportunity to improve over this method is so plain that it ought to be taken hold of.

How to Scare Away Business

A good many people, hardwood lumbermen included, seem to think that the only absolutely certain method of getting an order is to make the price so low that it will be certain to foot the list of quotations. That this is not always the case was indicated by the following statement of a leading lumber buyer recently:

"I have just placed an order for several cars of No. 1 common quartered white oak. I got a number of quotations before ordering. I didn't give the business to the concern which quoted highest, but by the same token I withheld it from the chap who asked less than anybody else for his stock. This happened to be a lumberman who was willing to take $5 a thousand less than I bought the material for.

"Why didn't I save the $5? Well, I was afraid of the lumber. I figure that I'll just about get my money's worth, when I buy material for my factory, and I would rather pay a fair price and get good honest value than buy at the bottom of the market and get scrubby stock. And I was pretty certain that was what would be the result.

"It's to the interest of the buyer, as well as the seller, that the latter make money on the business. If he takes an order for less than the intrinsic value of the material, the temptation to cut the quality in accord with the previously cut price is so great as to be almost irresistible. I always dodge the fellows who are quoting 'way under the market, because I have been convinced that I cannot get satisfaction in that way."

"Give a Dog a Bad Name—"

The old adage about the effect of giving a dog a bad name applies also to lumber, and with particular force to the lumber which has been rejected for one reason or another. A salesman recently said that he would rather be given the task of selling three cars of stock in the usual way than moving one car that had been turned down.

"People find out about such matters," he said, "and nearly always smell a mouse if a car of lumber has been rejected. There may be perfectly good reasons for this—misunderstanding of the order, or a special requirement of the customer that the particular lot of stock shipped did not meet, or simply the fact that the customer had bought the lumber cheaper after having given the order in the first place. There are some concerns which will do a thing of that sort, though most of them have been pretty well spotted.

"The matter of taking care of some special requirement is the hardest factor to dispose of. There is a certain automobile concern which is a large buyer of ash. It specifies tough ash, however, and if the lumber doesn't look tough to its inspectors, you have a big car of ash on your hands in that market. You may have given special pains to the selection of the stock, but your views are not given much consideration. If the ash isn't as tough as it ought to be, according to the opinion of the consumer, good night!

"The only way to avoid having rejected cars is to be absolutely certain that you know what the customer wants, and to put everything into the order. The salesman may understand perfectly what his customer requires, but if he isn't sufficiently specific in sending in the business, there is likely to be a mix-up that will result in a rejected car, with all its attendant troubles. Of course, you will have kicks and rejections, no matter how hard you try, but the prescription I have given will help to avoid a good many of them."

Should the Salesman Settle "Kicks"?

One of the mooted questions in the hardwood lumber business is whether or not the man who sells the lumber should be the one to go back and make an adjustment if this becomes necessary after the stock is delivered. Though this is often done, and is perhaps the rule, there are a good many logical reasons against it.

In the first place, the salesman naturally feels favorable to the customer from whom he has gotten business. When it comes to a settlement, he cannot help thinking about the next order, and trying to make the adjustment as favorable to the customer as the house will stand for. Hence the latter's interest is likely to suffer, because the man who is of the temperament to make a good salesman and at the same time is judicial and cold enough to be a good adjuster or collector is such a rara avis that he ought to be catalogued and put on exhibition.

If the lumberman can possibly do it, he should use different men for this work. He is much more likely to get good results in this way, and he will not be handicapping the work of the salesman by having him mix up in the settlement of complaints, which are likely to cause more or less friction.

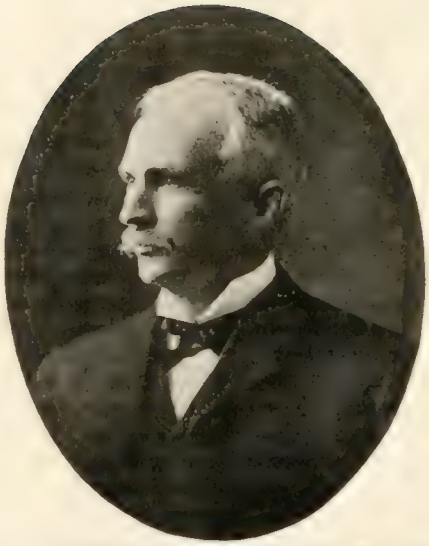
One for the Small Millman

One of the most common expressions heard in discussing the lumber business with small hardwood manufacturers is the necessity of getting the most out of the log. This really means, as a matter of fact, getting as many high grade boards, irrespective of thickness, as possible out of every log that is put on the carriage.

It sounds well, and looks impressive to see the sawyer keep cutting and turning constantly with the effort to make as many good thick boards as possible at every operation. But is it really the best possible plan?

In the first place, inch is usually the standard dimension. To cut thick stock when the log will permit will indeed raise the percentage of high-grade lumber produced, but will it not, at the same time, lower the quality of the inch? If the sawyer, every time he sees a clear face, cuts it as thick as he can, and makes inch only when there is nothing else to be done, it's evident that his log-run inch is going to be less desirable lumber than the thick stock. That is to say, his inch is not so valuable, intrinsically, as that of the man who has cut his logs into inch right along, and who, consequently, has all of the best material in that thickness. Getting the most out of the log in the matter of grade does not necessarily mean getting the most money, for it stands to reason that the man who has used the best he has to make inch ought to be able to get more for it than the manufacturer who "robbed the inch" for the sake of piling up some thick high-grade stock. And everybody can realize the greater difficulty of accumulating a stock of thick lumber and selling it than is the case with inch.

J. W. McCLURE, MEMPHIS, MEMBER COMMITTEE TO REPRESENT LUMBER IN RAILROAD CONFERENCES EAST OF THE MISSISSIPPI.



S. B. ANDERSON, MEMPHIS, MEMBER COMMITTEE TO REPRESENT LUMBER IN RAILROAD CONFERENCES EAST OF THE MISSISSIPPI.

W. B. BURKE, CHARLESTON, MISS., MEMBER COMMITTEE TO REPRESENT LUMBER IN RAILROAD CONFERENCES EAST OF THE MISSISSIPPI.

The Memorable Memphis Meeting

When George Burgess of the firm of Russe & Burgess, Inc., Memphis, Tenn., took the chair, there were about 325 prominent lumber manufacturers and important officials from the southern railroads in attendance at the harmony conference called by the Southern Hardwood Traffic Association, and taking place at the Hotel Gayoso, Memphis, Tenn., on Wednesday, April 7. Numerical attendance is not necessarily of particular significance at any convention, as ordinarily the social factor has a great deal to do with bringing together the participants. However, in this case there was nothing of a social nature offered as an inducement, as the meeting was purely a business proposition, with a big purpose behind it and a big object before it.

The real idea of those responsible for the meeting and the aims it is hoped will be reached, are described in full in the paper of John W. McClure, summarized in following column. Briefly, the meeting was prompted by a desire to present testimony and exhibits that would convince the railroad interests in the territory affected of the necessity for radical changes in tariff schedules, in order that the very life of the lumber industry, in certain sections of the South, may not be jeopardized.

There perhaps was never a more portentous meeting nor one which, as its proceedings developed, gave promise of more portentous results. It is apparent that one of two conditions must develop in the South in the near future—either, in the absence of definite alterations in tariff schedules, making possible the logging and shipping of certain grades and kinds of lumber, the manufacture of those stocks will necessarily be discontinued altogether, or, if this meeting has the definite result which it is hoped will be effected, conditions will be so altered as surrounding the manufacture of certain southern hardwoods that a profit and not a loss will be realized from lumbering.

The large attendance of representative lumbermen from the southern districts evidenced their realization of the absolute necessity for action. The following list of prominent railroad men present shows that they too feel that there is something wrong with the situation, and are willing to go half way in righting it.

ILLINOIS CENTRAL: James Hattendorf, Memphis, Tenn., C. F. A.; V. D. Fort, Memphis, Asst. F. T. M.; Frank E. Bowes, Chicago, Ill., V. P.; J. T. Donvan, Paducah, Ky., Agent.

NASHVILLE, CHATTANOOGA & ST. LOUIS RAILROAD: John C. Ryan, Memphis, Tenn., G. A.; Charles Barham, Nashville, Tenn., G. F. A.

LOUISVILLE & NASHVILLE: S. H. Stout, Memphis, Tenn.; I. H. Dorman, Memphis; A. R. Smith, Louisville, 3rd V. P.

GRAND TRUNK: W. A. Burke, St. Louis, Mo., C. A.

BIG FOUR: S. A. Townsend, St. Louis, Mo.; M. A. Greding, Little Rock, Ark., T. F. A.; J. J. Fahey, Memphis, Tenn., G. A.; E. L. Rolderer, Louisville, Ky.; E. F. Greaves, Birmingham, Ala.

SOUTHERN RAILWAY: A. H. Shaw, Atlanta, Ga., A. T. F. M.; W. A. Turner, Memphis, A. C. F. A.; C. A. Russell, Memphis, C. A.

ST. LOUIS, IRON MOUNTAIN & SOUTHERN: C. E. Perkins, St. Louis, F. T. M.; R. M. Dozier, Memphis, C. A.

LOUISIANA RAILWAY & NAVIGATION COMPANY: E. C. D. Marshall, Freeport, La., G. F. A.; N. B. Helm, Freeport, V. P. R. L. McKee, Little Rock, Ark.

COTTON BELT: J. K. James, Memphis, Tenn.; C. A.; J. D. Watson, St. Louis, Mo., A. T. F. M.; Henry E. Farrell, St. Louis, V. P.; Edward A. Haid, St. Louis, Mo., A. G. A.

TOLEDO, ST. LOUIS & WESTERN: W. S. Turner, Little Rock.

WABASH RAILROAD: Lee Pesein, Memphis, Tenn., C. A.

TEXAS & PACIFIC: E. S. Vincent, Little Rock, Ark.

FRISCO LINES: Frank C. Reily, St. Louis, Mo., A. F. T. M.; W. B. Biddle, St. Louis, Mo., Receiver.

CHICAGO, ROCK ISLAND & PACIFIC: H. W. Morrison, Little Rock, Ark., A. F. T. M.; J. E. Johnson, Little Rock, G. F. A.; F. C. Johnson, Memphis, Tenn., C. A.; S. T. York, Memphis.

In opening the meeting Mr. Burgess, who was chairman of the temporary committee appointed to put through the plans of the meeting, expressed himself as deploring the lack of friendly contests between shippers and carriers, and outlined developments leading up to the meeting. He introduced John W. McClure, president of the Southern Hardwood Traffic Association, who occupied the chair during the entire session and handled the program in admirable fashion.

The Purpose of the Meeting

J. W. McClure approached the discussion of the relationship which should exist between lumbermen and railroads by saying that formerly the railroads fixed rates on the basis of as much as the traffic would bear. They do not at present announce that policy as a basis for rate fixing; but many persons question very seriously whether they have found a way more scientific or more acceptable to the shippers.

The transportation companies now appear to make a survey of the industrial situation; decide upon what commodities are bringing pretty good returns to the shippers, and the decision is made that a higher rate can safely be laid on those commodities, and if the shipper does not want to stand for the advance, he can pass it along to the consumer, who will pay it.

F. R. GADD, CHICAGO, MEMBER COMMITTEE TO REPRESENT LUMBER IN RAILROAD CONFERENCES WEST OF THE MISSISSIPPI.

R. L. McCLELLAND, CHICAGO, MEMBER COMMITTEE TO REPRESENT LUMBER IN RAILROAD CONFERENCES WEST OF THE MISSISSIPPI.

W. L. WELLFORD, MEMPHIS, MEMBER COMMITTEE TO REPRESENT LUMBER IN RAILROAD CONFERENCES WEST OF THE MISSISSIPPI.

The speaker objected to that method, as being bad for the shipper and also for the railroads. It should suggest itself to a business man that the right policy would be to get more business, haul bigger loads longer distances, and make money from the volume of moving freight rather than from the volume of charge made on small movements. The railroads ought to recognize the fact that they cannot injure the shipper without injuring themselves. They should further recognize the fact that the good will of the shipper is one of the most valuable assets a railroad can have.

Apparently, lumber has been singled out from among other large freight-paying commodities for special rates—not low but high. Yet it furnishes business the year round; cars are loaded heavily and compactly, and it is a desirable commodity to move. It can be loaded in any class of equipment; is not perishable; the average haul is long; and there is a minimum risk in hauling and minimum damage to the equipment.

The law of diminishing returns applies to the relation between rates and revenues. Beyond a certain limit, advances in rates do not mean increased revenue, but on the contrary a decrease. Higher rates mean loss of tonnage. Have the railroads conducted any scientific studies to arrive at a level of rates which will produce the greatest possible volume of tonnage with the greatest possible net returns? We maintain that in connection with gum lumber especially such a balance would be found in rates much lower than present levels. The policy of increasing rates on forest products if carried to its conclusion will work as much harm on the railroads as on the lumbermen. An increased rate, by decreasing revenue as we have shown, will create demand for more revenue resulting in still higher rates which will still further reduce revenues.

Co-operation

Earl Palmer of Paducah, Ky., talked on the subject of co-operation. His thoughts as expressed are outlined in the following paragraph:

The central idea of Mr. Palmer's address was that it is now time to pull together instead of flying apart. He was referring to the railroads and the lumbermen in the South. He said that for many years the lumbermen in the territory covered by the Southern Hardwood Traffic Association have been as contentious a body of shippers as could be found anywhere. They have always wanted something, have not been backward in making their desires known, have never, when necessary so to do, hesitated to invoke the assistance of the Interstate Commerce Commission or of the courts to obtain what they believed to be their rights, and usually they have been successful. But now, after viewing the many conflicts of the past, they are in a measure dissatisfied with the methods employed and with the results attained. A perpetual condition of warfare between themselves and the carriers no longer appeals to them and they believe that the ends sought can be arrived at by the adoption of less wasteful and more modern methods. That is why we are here today; to develop a new idea and make that idea effective.

Individual effort is being submerged in mass activity. There is a steady confluence of interests which, heretofore, have been competitive and conflicting. The lumbermen have learned through years of associated endeavor that mass effort is more efficient than individual effort. They no longer regard their fellows in trade with apprehension and distrust. The question proper for this meeting to consider is, whether a circle of co-operative endeavor may be expanded to include two separate and distinct industries, each of which, however, being complementary and adjunctive to the other. He believes in this instnce such expansion is practical and desirable. To the lumbermen the railroads are an absolute necessity; and, in the territory encompassed by the Southern Hardwood Traffic Association, the lumbermen are an absolute necessity to those railroads whose lines traverse that territory, until the wild lands are developed and the agriculturist supersedes the lumberman as a producer of tonnage. Therefore, it is a perfectly logical conclusion that these two industries should co-operate one with the other for the promotion of every object that will lead to mutual benefit.

Pritchard Talks on Gum

Secretary Pritchard of the Gum Lumber Manufacturers' Association, Memphis, presented some facts and figures which dealt with the stumpage and with the transportation problem. He pointed out the difference between stiffling the industry by high freight rates and developing it by moderate rates and by other means of encouragement. The latter policy would bring more revenue to the railroads and more lumber to the operators; because, as the speaker stated, less than twenty-five per cent of the gum stand can be manufactured at a profit under existing conditions. If freight rates and transportation facilities could be made such as to enable the operator to cut and market all the gum on his land, the result shown in the following statement of possibilities would follow:

Fifty billion feet of standing gum timber, allowing 20 per cent for waste, would produce forty billion feet of lumber.

Forty billion feet of lumber, allowing 15,000 feet per car, equals 2,666,666 carloads.

2,666,666 cars at an average haul of 20c per cwt equals $240,000,000.

Twenty billion feet manufactured under present conditions, being 40 per cent of the total stand, equals 1,333,333 cars.

1,333,333 cars at an average haul of 20c ($9 per car) equals $120,000,000.

Possibility for increased revenue 1,333,333 cars or $120,000,000.

GEO. D. BURGESS, MEMPHIS, CHAIRMAN COMMITTEE ON ARRANGEMENTS.

F. B. ROBERTSON, MEMPHIS, MEMBER COMMITTEE ON ARRANGEMENTS.

FRANK F. FEE, DERMOTT, ARK., MEMBER COMMITTEE ON ARRANGEMENTS.

Possibilities Shown.

These figures reveal the possibilities of the gum industry and it would seem that the railroads and lumbermen have a mutual interest in developing it. Furthermore, the utilization of this great natural resource means much toward the development and prosperity of these southern state. If made a profitable business, it will furnish capital for developing the cut-over lands for cultivation. Development of the gum lumber tonnage does not measure all the benefit which this industry offers to the railroads, for it will increase the demand for all the necessities of an increased population which will furnish a "back haul" to the railroads.

The object of the Gum Lumber Manufacturers' Association is to study all the conditions surrounding the industry and to disseminate such information as will promote its welfare. An advertising campaign is one feature of its work. The satisfactory results obtained thus far leave no doubt that if the association receives the proper support of the railroads and gum manufacturers, a profitable market can be created.

Another point which should be kept in mind is that if conditions are not brought about whereby all the gum stumpage may be utilized along with the other stand of hardwoods, it will be to a great extent wasted in developing these lands for cultivation, and in clearing these lands there is a period of from three to five years, during which time the lands are unproductive of tonnage either from lumber or farm products.

Logging Cost and Manufacturing Conditions

The paper and exhibits prepared by W. B. Burke, vice-president and general manager of the Lamb-Fish Lumber Company, Charleston, Miss., was by far the most valuable as offering tangible evidence of the necessity for favorable action by the railroads. It occupies a space by itself as a special article, together with reproductions of all the exhibits, on pages 26-26C.

The Effect of Competitive Materials on Lumber

C. E. Brower, of Memphis, gave some valuable arguments in his paper under the above caption. It was devoted particularly to the relationship between railroad freight rates and the campaign for the substitution of other materials for lumber. The nub of the argument was based on the fact that railroads usually charge the same rates for high and low grades of lumber. The high grades being more valuable are able to pay the rates and pass through the markets to the ultimate consumer; but the low grades cannot pay the rates and leave any profit. Consequently the low grades, in many cases, cannot be handled. The stuff that would cut into stock of that class is left in the woods, or if it reaches the sawmill it gets no farther, and is either consumed as fuel under the boilers or is disposed of in some other way that produces little profit. The result at the other end is that substitutes often push in where cheap lumber could have been used if at hand.

The cry so often heard, particularly from exploiters of substitutes, that the forest resources of the county are on the verge of exhaustion, is a false cry, the speaker declared. What is needed is a way to get the cheap grades to market. The railroads could well afford to give rates that will move this stuff. The increased business would more than make good the shrinkage of revenue due to lowering the rate on that class of lumber.

The manufacturers of lumber from a number of species have carried on campaigns of advertising and have acquainted the public with the merits of these woods; but the opportunities for increased business are greatly restricted because of freight rates which shut much of the wood out of market.

The instance of eastern oak's competition on the Pacific coast with Japanese oak is cited as an example of what an excessive rate may do in the way of killing the business for an American wood and giving it to a foreign competitor. For a time after Japanese oak began to arrive on the western coast, the eastern oak was able to compete with it. The railroad rate for the eastern oak at that time was seventy-five cents; but the railroads thought they saw an opportunity to increase their revenues on this article and they raised the rate to eighty-five cents. The advance killed the business in eastern oak and gave the market to its competitor from Asia. The railroads not only did not increase their revenue on that item, but they lost the business, and also caused the eastern oak shippers to lose theirs.

The morning session was concluded by an interesting oratorical triumph, presented by Joseph Norwood, editor of the Magnolia *Gazette* of Magnolia, Miss. Mr. Norwood's theme was the changing attitude displayed by the shippers and travelers towards the railroads, and the changing attitude in the other direction also. When Mr. Norwood, who is state senator for Mississippi, concluded, there was no doubt in the minds of anybody that Magnolia surely must be some town.

The meeting then adjourned for a rather elaborate luncheon, served in the main dining room, which was given over to the lumbermen for this occasion, the Memphis lumbermen being hosts.

AFTERNOON SESSION

F. R. Gadd, vice-president of the Wisconsin Lumber Company of Chicago, opened the afternoon session with his paper entitled "Equalization of West Side Rates." The following is a summary of what he said:

The history of rates and rate making in the South, both east and west of the Mississippi, shows that the charges are not based on the length of the haul, but are fixed arbitrarily or they are based on erroneous claims. In these arrangements, the district west of the Mississippi gets the worst of the deal, and there is no reason why such should be the case. The principal market for the hardwood lumber of the Southwest is in Illinois,

Indiana, Michigan, and Ohio. The quality of timber is quite different west of the Mississippi from what grows east, and the log-run value of lumber is less, and it is not able to pay a higher rate in order to get to market.

In the district west of the river, owing to the fact that only choice lumber can be sent to market, the size of the logs that can be cut is determined by the freight rate. If the rate is too high a great deal of the timber is left on the land.

The utilization of the Southern hardwood forests, under the present adjustment of rates, is extremely wasteful. It is evident that a great reduction should be made in the rates which are charged for hardwood lumber from that region. The market which by great effort has been established for somewhat inferior hardwoods of this section, is being lost to substitutes like steel and fiber. The hardwood forest resources are being squandered. The largest and finest timber is being culled out in the effort to put on the market a product which can afford to pay the excessive freight costs to market.

No showing has ever been made by carriers that hardwood lumber is not paying its just share of the cost of operation, and they have never so much as presented a statement showing the proportion of the total tonnage of their lines supplied by hardwoods. The great problem before the carriers and lumber manufacturers today is to provide an increasing territory of distribution to take care of the rapidly increasing output of low grade lumber. A majority of the mills are closed down because they are not able to find a market for their low grade output.

Chairman McClure then introduced State Senator H. H. Casteel of Jackson, Miss., who told in a striking way of his own observations of the result of inadequate values for gum lumber, resulting in deadening thousands of acres of gum all over the state. He deplored the conditions which made necessary the farming of poor soil while the rich bottoms of the delta remained covered because the timber cannot be cut at a profit.

Competition Lumber in Remanufacturing

F. B. Ackley of the Heywood Bros. & Wakefield Company, Chicago, read a paper on the competition met by southern hardwoods with other woods in the manufacture of chairs and tables. He said that the consumer appears to be overlooked too often. In the manufacture of chairs, for instance, the cuttings are small and can be got out of lumber that is not suitable for stock which requires long cuttings; but the freight rate is the same on all grades, and if it is excessive, it prevents the use of low grades for chairs. The factory cannot afford to pay a high rate on material that goes into the woodpile.

The Forest Conservation Commission is trying to teach the people to use as low a grade of lumber as is consistent with their manufactured product, and nearly all factories that keep a cost system are doing this. Freight is the big item in figuring costs. For that reason most consumers of lumber in factories, who are far from the source of supply, are gradually working into a higher grade of manufactured products, which materially reduces the quantity of output.

A short time ago nearly all the oak lumber manufactured into lumber around Chicago came from Wisconsin, Indiana, and other nearby points, which took low freight rates, and low grades could be used. Much of the cheaper furniture is now made nearer the saw mills, and this will be more and more so if the freight rates are materially advanced. The people who manufacture a real high grade article will not be so much affected, because a higher proportion of this cost is in the workmanship; but articles where the cost is chiefly in the material will be seriously affected.

Relation of Cooperage to the Railroads

Walter L. Wellford, of the Chicasaw Cooperage Company of Memphis, Tenn., addressed the meeting on the relation of the cooperage industry to the railroads. He regretted that heretofore the coopers had not been very successful in getting in close touch with the railroads, but was encouraged to believe that a better understanding was at hand. He complained of excessive rates, and said whereas rates on other commodities are being raised five percent, the rates on forest products have been advanced from ten to forty percent, and it is an absolute impossibility for the industry to bear the extra burden.

The profits in the cooperage business have never been large and in the past two years have wholly disappeared. An increase in the price of barrels always means a reduction in the quantity used, and the railroads will find that an advance in rates will be at the expense of the tonnage.

Previous to twenty years ago fully 90 percent of the slack cooperage staves, heading, and hoops, were made north of the Ohio river, while today over fifty percent are made south of the Ohio. In some respects the woods north of the Ohio are superior to those south. They are lighter in weight, and the staves stain and decay less. Both of these qualities are advantages in favor of the northern woods. The slack barrel market is largely in the North. It is easy to see that the southern manufacturer is at a decided disadvantage. If the southern railroads are going to raise their rates on southern cooperage they will decrease their tonnage more than they can make good by an advance in rates.

The tight stave industry has not in recent years used any wood in the South except oak, but the use of gum is now advocated, and the price at which the gum barrel will have to be sold will not permit of an increase in rates.

Railroad Men Give Sincere Expression to Desire for Co-operation

Chairman McClure concluded the speeches by asking the railroad men present for some expression from them on the subject before the meeting. The following spoke: Frank B. Bowes, Chicago, Ill., vice-president of the Illinois Central; W. B. Biddle, St. Louis, Mo., Receiver for the 'Frisco System; Henry E. Farrell, St. Louis, Mo., vice-president of the Cotton Belt; A. R. Smith, Louisville, Ky., third vice-president of the Louisville & Nashville; C. E. Perkins, St. Louis, Mo., freight traffic manager of the St. Louis, Iron Mountain & Southern; N. B. Helm, Shreveport, La., vice-president of the Louisiana Railway & Navigation Company; H. W. Morrison, Little Rock, Ark., assistant freight traffic manager of the Chicago, Rock Island & Pacific; E. H. Shaw, Atlanta, Ga., assistant freight traffic manager of the Southern Railway, and Charles Barham, Nashville, Tenn., general freight agent of the Nashville, Chattanooga & St. Louis.

The unanimous sentiment was heartily in accord with the spirit of the meeting. The railroad men themselves made the tentative suggestion to get together a committee to get to the bottom of the matter. They explained the difficulty of the railroad man's position, explaining that all are actuated by a genuine desire merely to return a fair profit to stockholders.

The earnest endorsement from the railroad side of any feasible plan to eliminate correspondence and litigation by conference was the most significant thought of the whole meeting, and something will surely result from it.

Definite Plans Launched

At the request of the chairman, J. E. Stark of Memphis acknowledged the gratifying expression from the railroad. He offered the motion that some definite plan be started by the appointment of a committee of three shippers of forest products from east of the river and three from west to meet with a committee of the same representation from the railroads.

The motion was seconded by Frank B. Bowes and carried.

S. B. Anderson, speaking in behalf of the association and Memphis lumbermen, thanked the railroad men for coming. In summarizing the purpose of the meeting he said that all the lumbermen want is for the railroads to help them (the lumbermen) to create more tonnage for the carriers by making it possible to cut and ship timber that now is of no value to anybody.

The meeting then adjourned.

COMMITTEES APPOINTED

The governing board of the Southern Hardwood Traffic Association met on Thursday, and the officers appointed the following committee to represent lumber in railroad conferences east of the river: John W. McClure, S. B. Anderson, Anderson-Tully Company, Memphis; W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss.; west of the river: F. R. Gadd, Wisconsin Lumber Company, Chicago; R. L. McClelland, Paepcke Leicht Lumber Company, Chicago; Walker L. Wellford of the Chickasaw Cooperage Company, Memphis, Tenn. Mr. McClure was elected chairman by the committee which represents every factor of raw material from hardwood forests. The railroads will have their similar committee selected in a few days.

Illustrated Talk on Red Gum

Editor's Note

The following is an address delivered by W. B. Burke, vice president and general manager of the Lamb-Fish Lumber Company, Charleston, Miss., at the conference of lumbermen and railroad officials, held at the Hotel Gayoso, Memphis, Tenn., April 7.

In the earlier days of the hardwood lumber industry, when timberland was abundant and relatively cheap, lumbering was largely a business of speculation in stumpage and the rise in the value of timber often made up the bulk of the profits. Under such conditions not so much attention was paid to the distribution of the manufactured product. At that time timber was located close to the main lines of the railroads and rivers, and could be logged and manufactured at a low cost. Meanwhile the supply of available timber has become greatly reduced, and that remaining is now a considerable distance from the milling points, necessitating a higher freight rate on the raw material, or the construction of logging railroads at additional expense. The business of handling has also become large and complicated, and the costs of labor, supplies and other factors have gone up rapidly. The result is that, deprived of the support of cheap stumpage and cheap transportation on raw materials, the lumber companies have been obliged, during the last few years, to operate on a narrow margin of profit. To secure any profit at all is now more and more plainly a matter of management, of manufacture and especially of distribution, including selling and transportation.

I will treat on only the question of manufacture as relating to costs and production of gum lumber. The Interstate Commerce Commission has, in several recent decisions, not seen fit to give consideration to industrial conditions as a factor in determining what was a reasonable rate. I believe the carriers will look at this from a different angle, and for that reason these charts have been prepared.

We have heard a good deal about the increased uses of red gum, and probably many who read about red gum being used in a big hotel for interior finish, think that the entire product of the red gum log, or a large proportion from it, is used for this purpose. The wood that is used for interior finish or for furniture or cabinet wood is the clear heartwood, or what is known in the lumber trade as fas red gum. Only a small percentage of this grade is obtained from the choicest trees.

Government Estimate of Standing Timber in the Three States

The government estimate of standing gum timber in the three southern states of Arkansas, Louisiana and Mississippi is 28,000,000,000 feet, or enough to make in round figures 1,860,000 cars of lumber; but under present conditions of market and freight rates we can manufacture only 22 per cent of this timber and realize cost of production.

Chart No. One

With reference to Chart No. 1 it will be noted that on an average acre of southern hardwood timberland are to be found 19 trees, containing 5,100 feet, all of which is merchantable, except possibly 405 feet. This chart shows number of trees and of each size ordinarily found, of which one tree is in excess of 36 inches in diameter; the only one that can be utilized under present conditions. The others must be left standing or destroyed in the event the land is put under cultivation. Three of these trees, ranging from 20 to 25 inches, will produce 2,008 feet of lumber. I have shown here the exact size. This timber would be considered, in any other hardwood section, as exceptionally fine and we would place a good value on it if it consisted of oak, elm, hickory or any other hardwood. The third group consists of sizes ranging from 16 to 19 inches. There are to be found six trees. These trees will ordinarily produce 1,554 feet of lumber. The fourth group contains nine trees, which vary from 12 to 15 inches. In the northern hardwoods, maple, beech and other woods of this size are considered merchantable and many operators cut nothing larger. With us, we can never hope to remove this small timber from our forests, but we do believe that freight rates should be adjusted so as to enable us to utilize all trees over 16 inches.

Chart No. Two

By referring to Chart No. 2, at the top is a cross sectional view reproduced from an actual log, showing the manner in which it is cut; grades produced, which are represented by different colors, shown in key underneath. You will note from logs 26 inches and up in diameter we obtain only 20 per cent fas red gum, and 9 per cent box

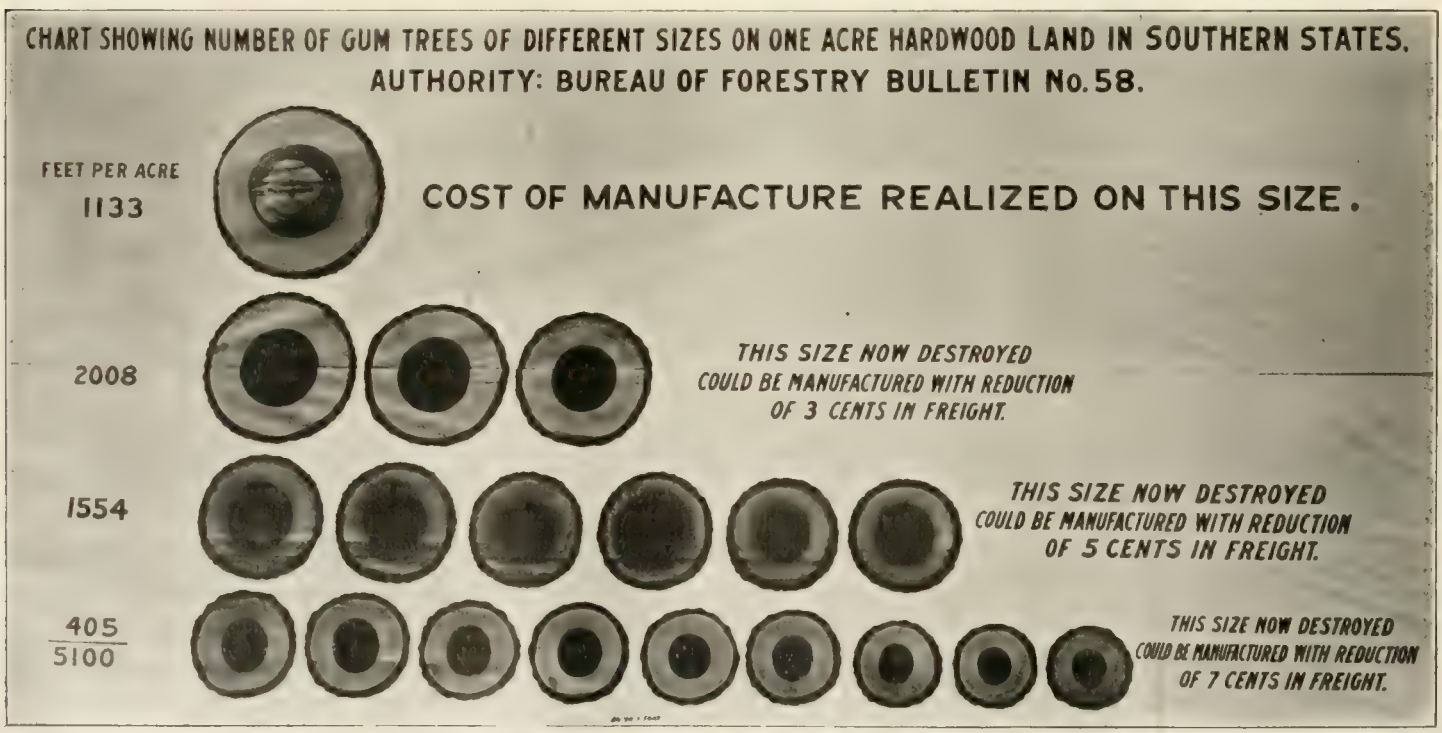


CHART No. 1.

wood. These are the only two grades which today bring more than cost of manufacture. The log run value of lumber produced in timber of this size is $15.77, or but 5 cents per thousand feet over the cost of manufacture. In other woods, the manufacturer of red gum lumber goes into the woods and selects 22 per cent of his very best trees—gum trees that have taken hundreds of years to grow—leaving the other 78 per cent in the woods. He brings the 22 per cent to the mill, manufactures it into lumber and sells 61 per cent of this 22 per cent for less than it cost him to make it. The middle chart explains in detail log run values. At the bottom is a chart showing tonnage and revenue that the carriers may reasonably expect if timber of this size is converted into lumber and shipped under existing freight rates. For fear some of those present may not be able to see this chart will read the figures, which are: 6,262,300,000 feet, amounting to 417,500 cars, producing revenue amounting to $41,750,000. I wish to impress upon you that if only these logs of the most choice quality are manufactured, 3,967 feet of gum timber per acre will be destroyed.

Chart No. Three

Chart No. 3 represents a cross sectional view of a 20-inch log. This is the minimum size log of this group. The maximum size is hardly distinguishable from a log shown in Chart No. 2. From logs of these sizes we obtain only 5 per cent fas red gum and 6 per cent box boards, leaving a balance of 89 per cent to be sold at less than cost to manufacture. The log run value for timber of this size is $13.48 per thousand feet, or $2.24 less than cost of production. You will note the large proportion of low-grade lumber from this size, for all of which market is in the central states, such as Illinois, Indiana, Michigan and Ohio, where large quantities are used for box making, crating and other purposes to which low-grade woods are put. A reduction in rates of 3 cents per 100 pounds would place mills in the three southern states of Arkansas, Louisiana and Mississippi where they could cut their timber down to 19 inches. And under this rate adjustment, railroads would secure 17,648,300,000 feet of lumber to haul, making 1,176,400 cars, and producing in round figures one hundred million dollars in revenue, which would be $58,244,000 more than they would receive if lumbermen were compelled to leave this timber in the woods, or destroy it if land were placed under cultivation. With a reduction of 3 cents in freight rates an average of 1,959 feet per acre would still be left, as it would be unprofitable to manufacture it on this adjustment.

Chart No. Four

Chart No. 4 covers sizes from 16 to 19 inches. Cross section at top is reproduced from a 16-inch log, the smallest size of this group. These logs do not produce any of the upper grades, such as fas red gum or box boards. No part of this log is suitable for interior or cabinet work. Its product is used almost entirely in the manufacture of boxes and crating. It would require a reduction of 5 cents in present freight rates before it would be possible for these sizes to be cut and cost of production realized from sale of their products. With a reduction of 5 cents per 100 pounds, 4,695 feet of gum timber per acre could be utilized, which would leave but 405 feet per acre in the woods. This timber would produce 26,187,800,000 feet, making 1,745,800 cars, and producing a revenue of $130,935,000 in freight, or $89,185,000 more revenue than the railroads can now hope to expect under present adjustment.

Chart No. Five

My idea in submitting the chart No. 5 is to show exactly what a 12-inch log is and how it compares with a log 26 inches in diameter. The percentage of waste in a 12-inch log is greater in proportion than the larger sizes, and nothing but low-grade lumber can be derived from it. As previously stated, in the northern hardwoods, on account of lower cost of logging, and many other advantages, especially low rates to consuming markets, which are in many cases less than half what we are required to pay on gum timber of this size if it consisted of maple or beech, would possess a stumpage value. With us it has no worth, and, to a farmer clearing up land, is a serious impediment. If there were any possibility that our rates would be made so as to enable greater publicity being given gum lumber, and there were any prospects for the future of this wood, timber of this size would be preserved and in time become merchantable.

Range of Selling Prices

Chart No. 6 gives a detailed history of log run values, oak, gum and a mixture of oak and gum, proportions being 50 per cent of each wood. This covers a period of five years, commencing January 1, 1910, and ending with December 31, 1914. In arriving at log run value, we have figured the product of the oak log from 18 inches and up in diameter and the gum from 24 inches and up in diameter. Had we used figures on gum from 18 inches and up in diameter, the same as on oak, the log run values of the gum lumber would be about $4 per thousand less. The cost figures as shown here represent only items entering into expense of manufacturing, selling, etc., and do not

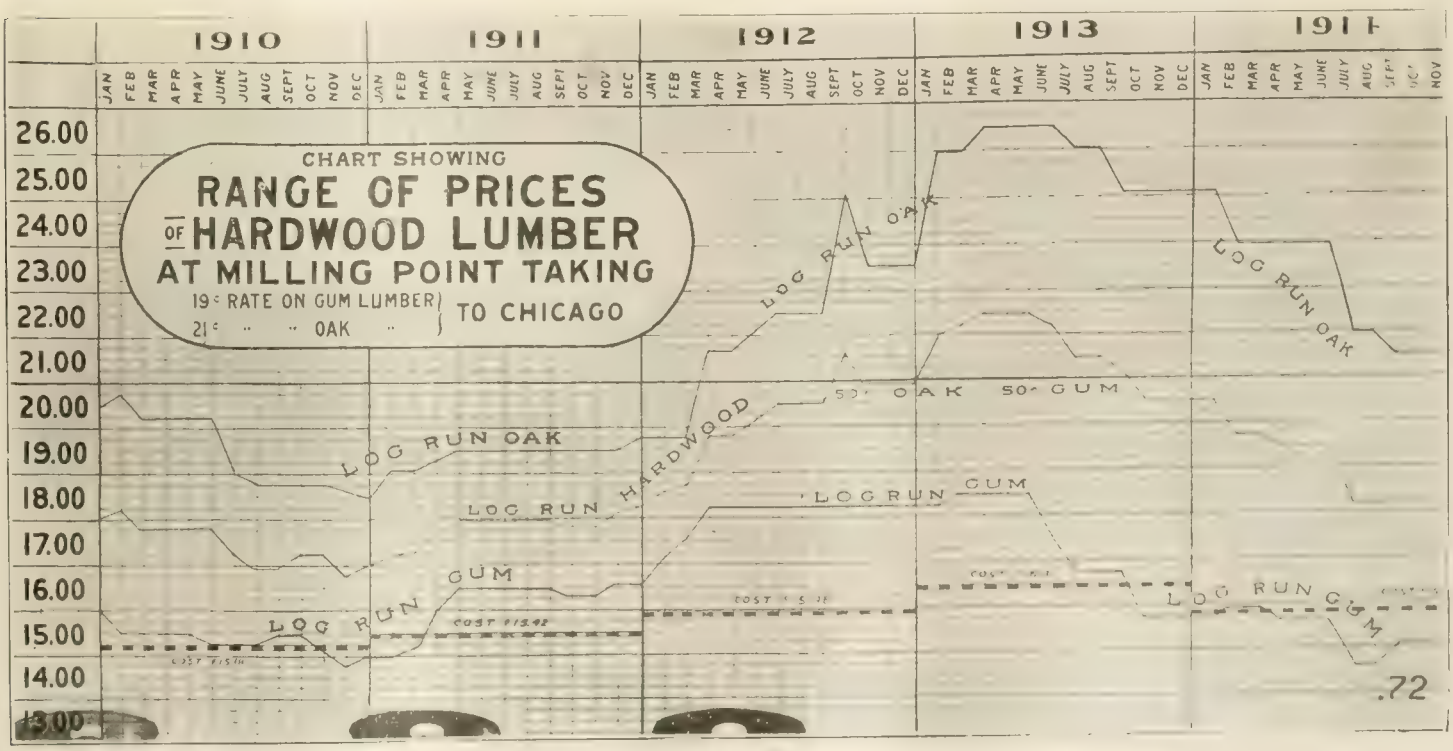
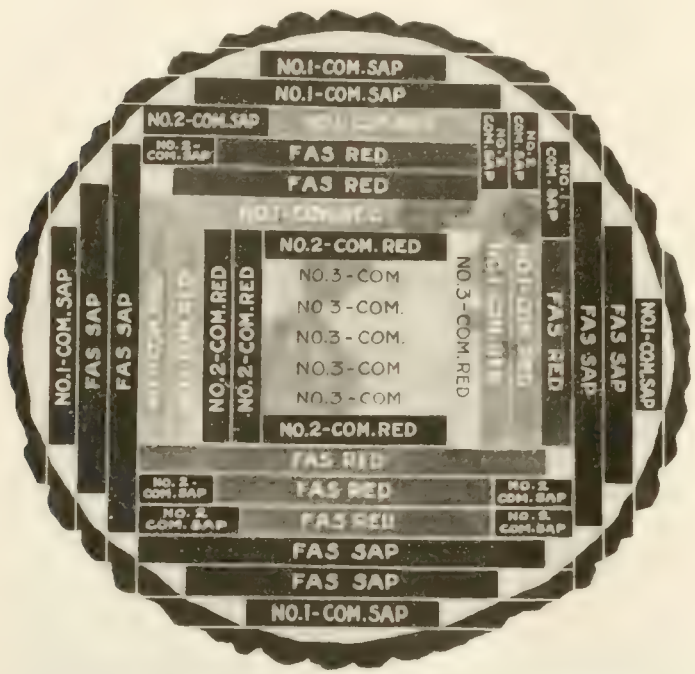


CHART No. 6

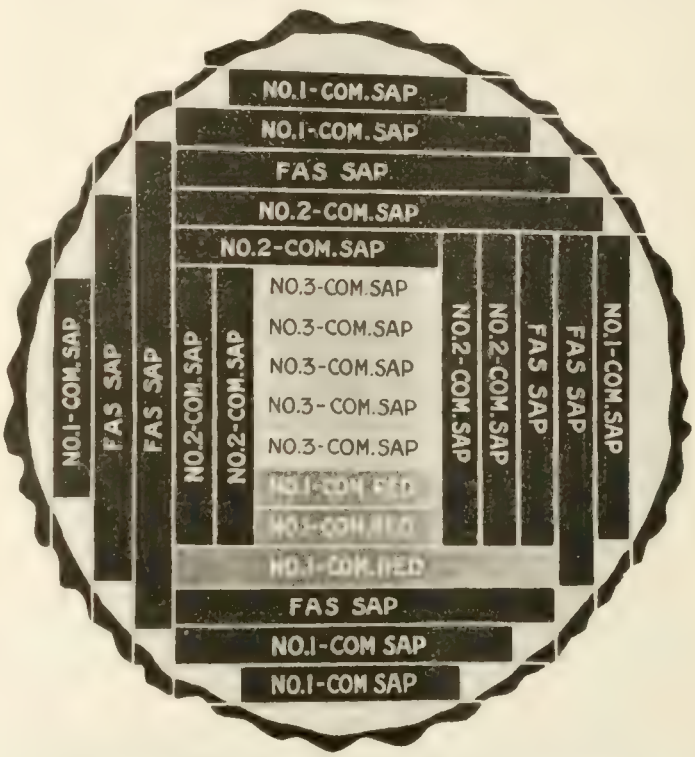
include interest on bonds, taxes on timberlands or depreciation of plant. If these items were taken into consideration the cost would be increased from two to three dollars per thousand feet.

It will be noted from the lines showing range of prices that at no time during the past five years, except during a short period during the latter part of 1912 and early part of 1913, has there been a reasonable margin of profit in the manufacture of hardwood lumber. It was not a natural trade condition that brought about the prices prevailing during the high periods. Overflows and heavy rains during the spring of 1912 and 1913 curtailed supply by reason of inability to do logging. Immense quantities were damaged by the floods, and this combination brought about a shortage in supply, creating a slightly higher market, although demands increased to no material extent. With usual production prices during these periods, I am satisfied would have been more nearly on a level with those of 1911 or 1914.

Prices were on a decline during the spring of 1914, but everyone was hopeful for a resumption of business and mills were operated at their capacity. When the war came on the export trade was shut off, and domestic prices declined rapidly. The majority of the mills closed down during the latter part of 1914. Realizing that it would be impossible to secure a supply of logs during the winter months, logs were put in during the dry season last fall, anticipating the European situation would clear up, and hoping that export trade would be re-established. It was necessary to manufacture this timber during the winter months, but as fast as the logs are being cut up, mills are again closing down, and when the present supply is exhausted, they will close down for good; or, until the rate situation is adjusted or the domestic market advances and demands increase more than we have any reason to hope for from the present outlook. All of the larger mills have heavy stocks on their yards.



CROSS SECTION OF LOG 26" AND UP IN DIAMETER.
SEE TABLE BELOW.



CROSS SECTION OF LOG 20" TO 25" IN DIAMETER.
SEE TABLE BELOW.

PRODUCT OF GUM LOGS
26 INCHES AND UP IN DIAMETER

GRADE	PER CENT	F.O.B. CHICAGO	VALUE
FAS RED	20	30.00	6.00
N°1 COM	10	21.00	2.10
BOX BOARDS	9	17.50	2.47
FAS SAP	38	21.00	7.98
N°1 COM	7	17.50	1.22
N°2 COM	9	15.50	1.40
N°3	7	12.50	.87
	100		22.04
LESS FREIGHT 3300 @ 19			6.27
VALUE F.O.B. MILL PER M			15.77
COST			15.72
PROFIT			.05

CHART No. 2

Twenty-two per cent, or 1,133 feet of gum timber per acre of this size is now manufactured on which actual cost can be realized under existing freight rates. 5,967 feet per acre of smaller size is destroyed.

	Feet	Cars	Freight
Arkansas	2,555,300,000	170,300	$17,030,000.00
Louisiana	2,002,000,000	133,500	13,350,000.00
Mississippi	1,705,000,000	113,700	11,370,000.00
	6,262,300,000	417,500	$41,750,000.00

PRODUCT OF GUM LOGS
20 TO 25 INCHES DIAMETER

GRADE	PER CENT	F.O.B. CHICAGO	VALUE
FAS RED	5	30.00	1.50
N°1 COM	15	21.00	3.05
BOX BOARDS	6	17.50	1.65
FAS SAP	38	21.00	7.98
N°1 COM	15	17.50	2.62
N°2	11	15.50	1.70
N°3	10	12.50	1.25
	100		19.75
LESS FREIGHT 3300 @ 19			6.27
VALUE F.O.B. MILL PER M			13.48
COST			15.72
LOSS			2.24

CHART No. 3

Sixty-two per cent, or 3,141 feet, of gum timber per acre this size and larger could be manufactured with reduction of 3 cents in freight rates, and but 1,959 feet per acre would be destroyed.

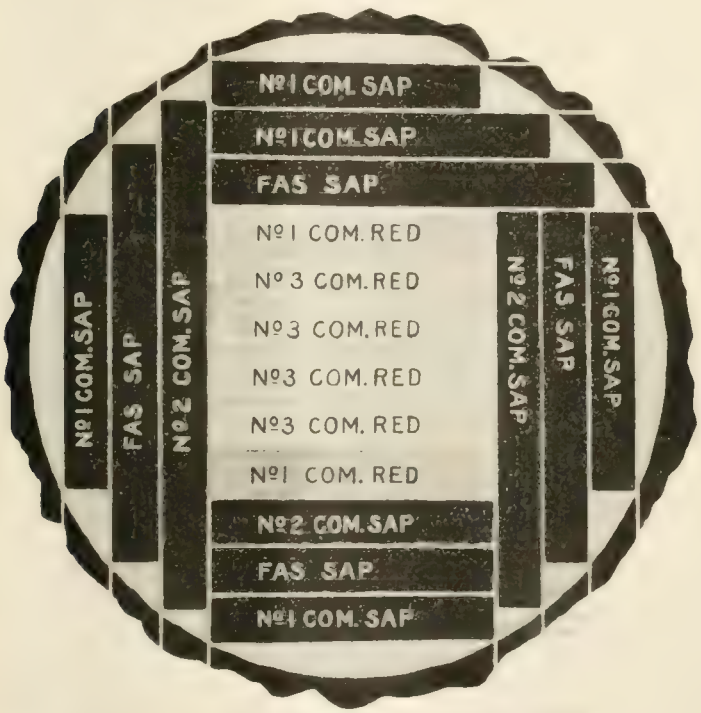
	Feet	Cars	Freight
Arkansas	7,201,300,000	480,100	$40,808,500.00
Louisiana	5,642,000,000	376,000	31,960,000.00
Mississippi	4,805,000,000	320,300	27,225,500.00
	17,648,300,000	1,176,400	$99,994,000.00
Additional Revenue for Railroads			$58,244,000.00

Many have utilized all of their yard room. Movement of lumber now amounts to practically nothing, and there is now practically two years cut awaiting a market. Much of this is of low grade. The problem of the manufacturer now is to place these low grades in the consuming markets of the central states in competition with substitutes and northern hardwoods. He cannot do it with the present rate adjustment. Chart No. 6 clearly shows there has been no money in the hardwood business for five years. I do not believe that the carriers expect us to develop tonnage for them at a loss to ourselves. Even though we have done this in the past, sound business judgment will not permit a continuance of this practice. We believe rates upon which gum has been transported during the past ten years are reasonably compensatory. Of that fact we feel certain, and I doubt if any of our railroad friends will question this statement. The reductions we are recommending to you will be offset by increased tonnage, and it is my understanding that volume in transportation makes the profits. Chart No. 6 shows that we cannot get any profit from gum at present rates. We believe the carriers can derive a profit from its transportation at lower rates. We are willing to continue producing gum if the carriers will join in the burden. Otherwise, we will be compelled to cease manufacturing gum, and lose value of the stumpage and time and money spent in former years in trying to establish a trade for this wood.

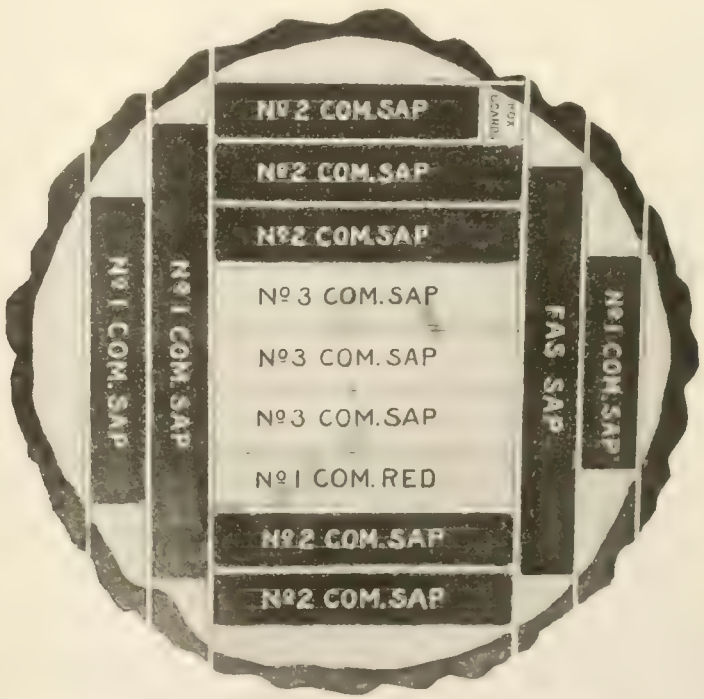
The manufacturer of wood products who is not keenly alive to the offerings of new machinery and appliances to further his business is likely to overlook something that will leave him in a rut and falling behind the procession.

Considerable trade may be developed under the flag right at home as well as by following it into foreign lands.

Many a man has learned from experience that it is much easier to make money out of a sawmill on paper than when selling the product.



CROSS SECTION OF LOG 16" TO 19" IN DIAMETER.
SEE TABLE BELOW.



CROSS SECTION OF LOG 12" TO 15" IN DIAMETER.
SEE TABLE BELOW.

PRODUCT OF GUM LOGS 16 TO 19 INCHES DIAMETER

GRADE	PER CENT	F.O.B. CHICAGO	VALUE
FAS RED	NONE	30.00	
Nº1 COM "	10 %	21.00	2.10
BOX BOARDS	NONE	17.50	
FAS SAP	28 %	21.00	5.88
Nº1 COM "	24 %	17.50	4.20
Nº2 COM	24 %	15.50	3.72
Nº3 "	14 %	12.50	1.75
	100 %		17.65
LESS FREIGHT 3300 @ 19			6.27
VALUE F.O.B. MILL PER M			11.38
COST " "			15.72
LOSS " "			4.34

CHART No. 4.

Ninety-two per cent, or 4,695 feet, of gum timber per acre of this size and larger could be manufactured with reduction of 5 cents in freight rates, and but 405 feet per acre would be destroyed.

	Feet	Cars	Freight
Arkansas	10,685,800,000	712,400	$53,430,000.00
Louisiana	8,372,000,000	558,100	41,857,500.00
Mississippi	7,130,000,000	475,300	35,647,500.00
	26,187,800,000	1,745,800	$130,935,000.00
Additional revenue for railroads			$89,185,000.00

PRODUCT OF GUM LOGS 12 TO 15 INCHES DIAMETER

GRADE	PER CENT	CHICAGO	VALUE
FAS RED	NONE	30.00	
Nº1 COM "	8	21.00	1.68
BOX BOARDS	NONE	17.50	
FAS SAP	14 %	21.00	2.94
Nº1 COM "	25 %	17.50	4.37
Nº2 COM	33 %	15.50	5.11
Nº3 "	20 %	12.50	2.50
	100 %		16.60
LESS FREIGHT 3300 @ 19			6.27
VALUE F.O.B. MILL PER M			10.33
COST " "			15.72
LOSS " "			5.39

CHART No. 5.

A careful analysis of what may be cut from small timber will assist the landowner in handling one of the vexatious problems that confront him, but the exact knowledge of what saw timber is capable of producing is only part of the main problem. A market must be found for this material before it can be regarded as an asset and the practical part of the problem lies in that direction and one of the first steps to be taken is to revise freight rates to such an extent that the lumber cut from small logs will not be deterred from going to market.

Interesting Traffic Developments

An order reopening for argument the matter of the investigation and suspension of advances in rates on hardwood and other kinds of lumber and manufactures thereof from points in Louisiana and Arkansas to Memphis and St. Louis and other points, has been issued by the Interstate Commerce Commission. Additional arguments will be heard April 14.

The following dates have been set for hearings: April 19, at Cairo before Examiner Horton, Southern Lumber Company versus the Big Four; at St. Louis, April 24 before Examiner Horton, Chicago Lumber and Coal Company versus Morgan's Louisiana & Texas; at St. Louis, April 24 before Examiner Horton, Ozark Cooperage Company versus Yazoo & Mississippi Valley.

A petition of carriers to establish an eleven cent rate from Rhinelander, Wis., to Iron River, Mich., via Pembine, Wis., without observing the long and short haul clause, was denied by the commission.

Foreign weight certificates are not regarded as important evidence by the commission, as is shown in a decision last week in the case of the E. Sondheimer Company versus the St. Louis, Iron Mountain & Southern. A car of lumber was shipped from Rayville, La., to Naples, Italy, via New Orleans. The car was weighed in the United States and again at Naples. There was a variance of 13,000 pounds in favor of the Naples weighing. The lumber company claimed an error in the American weight. The commission held that the Naples weight certificte was not sufficient evidence on which to claim overcharge.

The case of the Berthold & Jennings Lumber Company versus the Alabama Central has been dismissed by the commission. It was held that the case embodied the same principles as that of the Meeds Lumber Company versus the Alabama Central.

Oral argument in Washington in the case of G. B. Merrill & Brother versus the Illinois Central, which was set for April 15, has been cancelled.

Twenty-six and one-half cents is a reasonable rate on yellow pine from Arkansas producing points to Sioux City, according to a brief submitted by the lumberman in the matter of rates, which is pending before the commission. The present rate of twenty-eight cents is attacked as unreasonable and unjustly discriminatory.

An order by the commission suspends until July 27 proposed advances on lumber from Michigan points to Middle Western destinations.

Reparation was awarded to the Kern Company of New Orleans in its case against the Louisville & Nashville. The commission found that the rate on staves in carloads from Evergreen, Ala., to Gulfport, Miss., is unreasonable to the extent that it exceeds 11½ cents.

Reparation has been awarded the McLain Hardwood Company in its case against the Illinois Central because the rate charged was based on minimum weights applicable to cars longer than 36 feet.

In the case of the National Pole Company of Minnesota, Michigan and Illinois, versus the Minnesota & International Railway, the commission has decided that it will dismiss the complaint of refusal by the defendant to permit an employe of the complainants to have complete access to the defendant's yards and yard office at North Bemidji, Minn., for the purpose of witnessing weighing operation. Much importance is attached to this case, owing to the number of similar requests known to be pending.

Important complaints have been filed with the commission as follows:

Standard Lumber Company of Birmingham versus the Atlanta and West Point Railway. The lumber company asks reparation for damages while awaiting delivery of a loaded car. This is in addition to demurrage. The delay in placing the car was the fault of the company, it is alleged.

The Waddell-Williams Lumber Company of Rhoda, La., has attacked the rate on tupelo gum to Port Arthur, Tex. A 14-cent rate is being applied from Rhoda. Nine cents is held to be a reasonable rate by the lumber company. Reparation amounting to $2,783.23 is involved.

Wm. H. Sheets of New Orleans, claims that excessive rates are being charged on piles and logs from Mississippi to Louisiana points.

The Warren Stave Company of Warren, Ark., has asked that the commission relieve it of onerous switching arrangements which are being enforced by the St. Louis, Iron Mountain & Southern.

The Bowie Lumber Company of Bowie, La., claims that Morgan's Louisiana & Texas Railroad and Steamship Company is enforcing unfair transit privileges at Bowie.

Another Hearing Ordered

Word has been received from Washington that Investigation and Suspension Docket 184 has been reopened for a rehearing as a result of arguments presented by the attorneys for the Southern Hardwood Traffic Association. The case covers the lines west of the Mississippi, and will be reopened for hearing with Docket 520, which covers January advances in territory south of the Ohio and east of the Mississippi rivers. The hearing is set for April 14 at Washington, D. C. Walker & Walker are attorneys for the lumber association.

A Maple With Roots in the Crown

It is a fact not generally known that when a tree is injured inside the bark it may form roots which penetrate the dead tissue. Such roots have been observed in a tree at a height of thirty feet from the ground. Recently the writer saw a large maple with one of the top branches split off at the crotch. It was evident that the original split was not recent, for the crevice to the depth of eighteen inches was completely filled with a flattened mass of fibrous roots which had grown out of the sound tissue above. Water trickling down the branches had run into the crack, carrying dust and bits of bark, and these, together with the decaying wood, were furnishing some nourishment and water to the tree top.

Other instances have been observed in street trees where a fungus had entered the wood through a root or a knothole and caused decay, and had stimulated the growth of roots which later ramified all parts of the rotting wood. Sometimes these roots extend downwards until some of them finally reach and enter the soil. As long as the bark remains in place they are hidden from view, but sooner or later the bark falls or is torn off and the roots are visible. Probably a great many people have seen them without being aware of their nature nor realizing that they were witnessing the anomaly of tree literally feeding upon itself.

The explanation of these roots seems simple enough. It is a matter of common observation that many trees, not only hardwoods but conifers, can be reproduced by cuttings. If a living shoot is cut off and placed in moist earth or sand it will form a callus around the wound and from this callus roots develop. The conditions under which roots are formed in a living tree are practically identical. There is injury to the growing tissue, and to repair it callus is formed. Since this is in a moist and dark place with decaying vegetable matter forming humus, it is not strange that roots should develop.

While the writer has seen such roots only in maples and elm, European foresters report their occurrence in beech, linden (basswood), mountain ash, willow, poplar, pine, fir, juniper and larch.

S. J. R.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter.

B 892—Who Should Pay?

HARDWOOD RECORD is in receipt of the following letter from a prominent wholesale hardwood firm which requests that the letter be published in order that opinions of other hardwood dealers may be given as to who is responsible in the case in question. HARDWOOD RECORD will consider it a favor on the part of any hardwood dealers who are in position to give any opinion based on their experiences or the experience of others.—EDITOR.

———, N. Y., March 31. Editor HARDWOOD RECORD: We would like through your paper to ask the opinion of some of the other hardwood dealers in regard to the following controversy over a car of lumber. We do not want our names published, and will refer to the different ones involved in the following way:

"A" represents wholesale hardwood lumbermen.
"B" represents consumer of hardwood lumber.
"1" represent's "A's" yard inspector.
"2" represents consumer's inspector.
"3" represents national inspector in that district.
"4" represents chief inspector.

"A" shipped a car of No. 2 common containing 20,444 feet—inspected by "1."

"B" on arrival had it inspected by "2" and found 18,053 feet No. 2 common and 2,413 feet No. 3 common.

"A" objected to the findings, as they were not by a National inspector.

"B," not being a member of the National association, suggested that "A" call for a National inspection, and if there were an excess of four per cent No. 3 common "A" was to pay inspection fees and remove from "B's" premises any No. 3 common found. On the other hand, if the No. 3 common were less than four per cent of the total invoiced, "B" was to pay the inspection fees and accept the whole invoice as No. 2 common.

No. 3 inspected the stock and reported as follows:

184 feet No. 1 common
19,542 feet No. 2 common
66 feet ¾"
735 feet No. 3 common

This was less than four per cent of No. 3 common, but "B" was not satisfied with it and called for the chief inspector.

No. 2 (chief inspector) reported as follows:

1,047 feet No. 1 common
17,830 feet No. 2 common
1,137 feet No. 3 common
188 feet ¾"

The original invoice was nearly $600.

Inspector No. 2 made $10.23 less in money value.

No. 3, National inspector, made $1.06 more than original invoice in money value.

No. 4, chief inspector, made $0.24 more than original invoice in money value,—but No. 4 made more than four per cent of No. 3 common. This, of course, is offset in value by the amount of No. 1 common found.

"B" insists, however, that as No. 4, the chief inspector, found more than four per cent of No. 3 common, it is up to "A" to pay all of the inspection fees, both on the No. 3 and No. 4 inspections and also the two handlings of the car. "B" is willing to settle on the original invoice of the lumber.

WHO should pay these inspection fees, and the handling charges?

B 893—Wants to Buy ¼-inch Sawed Hard Maple

HARDWOOD RECORD was in receipt of a telephone call from a large piano concern in Chicago last week requesting information as to source of supply for ¼" quarter-sawed hard maple. This inquirer was supplied with a few names. Others who might be interested and happen to have this unusual stock on hand can get the necessary information by writing HARDWOOD RECORD.—EDITOR.

B 894—Wants to Buy Basswood Wood Wool

Toledo, O., March 25.—Editor HARDWOOD RECORD: We would be pleased to have you furnish the names of two or three reliable concerns who manufacture wood wool from basswood.

Anybody interested in this inquiry can have the correspondent's name upon application to this office.—EDITOR.

B 895—In the Market for Bending Oak

Depauw, Ind., March 24. Editor HARDWOOD RECORD. We are in the market for oak bending stock suitable for wagon rims and would be pleased if you would put us in touch with parties that have this class of material to offer.

HARDWOOD RECORD would appreciate correspondence from anybody in position to supply this class of material.—EDITOR.

B 896—Wants to Connect with Firm to Take Large Cypress Cut

Ft. Wayne, Ind., March 25. Editor HARDWOOD RECORD: Could you put us in touch with some good concern that would be interested in buying 1,000,000 or 2,000,000 feet of cypress lumber on grades, and advancing us say $10.00 to $11.00 per M. as the lumber is sawed, balance to be paid when lumber is shipped?

We have about 10,000,000 feet of cypress on our land at ———, Ark., also have the sawmill and train road facilities for this work, and if you would give us any information along this line would appreciate it very much.

The writer of this letter is a well-rated concern in position to take care of its side of any agreement in first-class shape. Any one interested in this kind of a purchase should probably find it to advantage to go into the matter more fully.—EDITOR.

B 897—Wants to Buy 4/4 End-Dried White Maple

Baltimore, Md., April 1.—Editor HARDWOOD RECORD: We would like to know the concerns, at least a number of them, who manufacture and handle end-dried white maple, 4/4 stock.

This is apparently a good concern in Baltimore and could offer a fine chance for making a sale of this character of stock.—EDITOR.

B 898—Wants to Buy Black Walnut Suitable for Making Gunstocks for Export

The following letter has been forwarded this office by a southern hardwood manufacturer who does not manufacture walnut:

New York, N. Y., March 18.—Kindly advise us whether you are in a position to name us prices for black walnut lumber suitable for making into gunstocks for export. If so, please quote lowest prices for the suitable black walnut lumber 2", 2½" and 3" thick, in carload lots, and also for the black walnut logs in carload lots, suitable for the same purpose.

Please name your prices delivered at New Orleans, La.; Newport News, Va., and New York, N. Y., stating how soon after receipt of order you could ship say a carload of the lumber and a carload of the logs.

Interested parties can have the necessary information by addressing HARDWOOD RECORD.—EDITOR.

Clubs and Associations

St. Louis Lumbermen Will Form New Organization

The Lumbermen's Club of St. Louis held a regular business meeting and banquet at the Mercantile Club Tuesday night, March 30. The real object of the meeting was to consider the organization of a lumber association, similar to the Lumbermen's Association of Chicago. The idea was to promote the general welfare of the lumber and allied industry in St. Louis and the near-by territory.

Some two hundred members of the club and guests were present at the meeting, among them several lumbermen from out of town.

There was a banquet at 6:30 and the business meeting followed. The business meeting was called to order by E. C. Robinson, president of the club, who called on W. E. Barns to act as toastmaster. Among those who made speeches were G. J. Pope, president of the Lumbermen's Association of Chicago; Herman H. Hettler, vice-president, and E. E. Hooper, secretary of the same organization. They explained the objects and workings of the Chicago organization.

When the speeches had been finished a resolution was offered by Thos. W. Fry, which was carried, that each line of the lumber industry represented at the meeting name two representatives to meet and confer on the advisability of forming the organization suggested.

E. C. Robinson, president of the club, was named as chairman of the committee, and the others named were:

YELLOW PINE MANUFACTURERS: Thos. C. Whitmarsh, W. T. Ferguson Lumber Company; C. A. Antrim, Antrim Lumber Company.

PINE YARDS: Julius Seidel, Julius Seidel Lumber Company; R. E. Grimer, Paul Grimer & Bros. Lumber Company.

HARDWOOD YARDS AND WHOLESALERS: Chas. E. Thomas, Thomas & Proetz Lumber Company; T. W. Fry, C. F. Luehrmann Hardwood Lumber Company.

PLANING MILLS: Chas. Thuener, Chas. Thuener Planing Mill Company; E. T. Bradbury, Riddle-Rehbein Manufacturing Company.

YELLOW PINE WHOLESALERS: C. M. Jennings, Berthold & Jennings Lumber Company; Geo. C. Hogg.

FURNITURE AND CHAIR FACTORIES: H. A. Vornbrock, Holtgrewe-Vornbrock Furniture Company; H. S. Tuttle, manager St. Louis Furniture Board of Trade.

BOX MANUFACTURERS: W. F. Goessling, W. F. Goessling Box Company; L. K. Loy, Loy-Lange Box Company.

These committees are to meet, report back the decision of the meeting to their organizations and then make a final report to the Lumbermen's Club.

A meeting of this committee was called for Friday afternoon, April 2, at the rooms of the Lumbermen's Club.

References to "Mail Bag" Items MUST BE Accompanied by Stamped Envelope to Receive Attention.

A resolution was then passed that it was the sense of those present that an organization following the plans outlined be formed.

A resolution of thanks was then extended to Messrs. Pope, Hettler and Hooper for coming to St. Louis and starting the organization off right.

After J. R. Moorehead, Kansas City, secretary of the Southwestern Lumbermen's Association, had told a couple of good stories and said that there should be a vigorous campaign started to put the public right on the lumber situation, the meeting adjourned.

The Annual Golf Tournament

The Lumbermen's Golf Association of Chicago has set June 8 as the date for the annual tournament. It will be held on the grounds of the Beverly Country Club, at West Eighty-seventh street and South Western avenue, Chicago. The committees having charge of the arrangements are at work and much interest is manifested in the coming event. It is confidently expected that it will surpass the similar tourneys held in past years by the golf association, which have always been successful.

Philadelphia Exchange Holds Monthly Meeting

The April meeting of the Philadelphia Lumbermen's Exchange was held April 1. The attendance was large owing to the fact that nominations for directors to serve the ensuing year were made. However, the directors will not be elected until the annual meeting on April 8. Those nominated for directors are: John I. Coulbourn of Coulbourn Brothers; Joseph Hyde of Geissel & Richardson; and Watson Malone of Edwin Malone & Son. The directors whose terms expire on the date of the annual meeting are: George A. Howes, Amos Y. Lesher of Charles F. Felin & Co., Inc.; and John E. Lloyd of the William M. Lloyd Company.

The committee appointed at the March meeting to look into the workmen's compensation law, now before the state legislature, and to communicate with Governor Brumbaugh on the subject, submitted a majority and minority report, the exchange adopting the majority report.

The majority report was submitted by Samuel Roberts of the Grater-Body Company, Norristown, and William C. MacBride of the Hancy-White Company, this city. S. Ashton Souder of Edmund A. Souder & Co. presented the minority report. The changes suggested in the two reports were of technical nature. The committee was given a vote of thanks for its careful study of the matter.

S. Ashton Souder, William T. Betts and Owen M. Bruner were appointed a committee to draw up a letter of protest to be sent to Governor Brumbaugh in regard to House Bill No. 295, known as the "Granback," or "Toothless Housing Bill." The exchange believes the provisions of this bill to be detrimental to the best interests of the city, affecting unfavorably as they do the good health and morals of the citizens.

Eugene W. Fry of the Henrice Lumber Company, chairman of a committee which attended a joint meeting of trade bodies in the Bourse on March 15 to consider "reasonable railroad legislation," reported that another meeting would be held April 15. He asked that a new committee be appointed as two of the members on the existing committee felt they were not conversant enough with the subject to properly represent the exchange. Robert B. Rayner of Rayner & Parker; Robert G. Kay and Charles M. Chesnut of the Yellow Pine Company were requested to attend the next meeting.

New York Lumbermen Plan New Club

The question of again organizing the lumber trade of New York in a lumbermen's club has been reopened. The Lord's Court building, William street, has made an attractive offer of space with restaurant and other privileges, that has made the lumbermen sit up and take notice. A committee composed of Van W. Tyler, E. F. Perry and an agent for the building, is now canvassing the trade in an endeavor to ascertain what the sentiment is and how many are agreeable to the proposition. The success of such a plan depends on the regular patronage of the members, and unless assurances are forthcoming that this will be attained the scheme will be abandoned.

Memphis Club Holds Semi-Monthly Meeting

The regular semi monthly meeting of the Lumbermen's Club of Memphis was held at the Hotel Gayoso, Saturday, March 27, with seventy-seven members and visitors present. C. G. Kadel presided. The usual luncheon was served.

It was decided at this meeting that the club would entertain all of the railroad officials and lumbermen who attend the conference to be held here April 7 under the auspices of the Southern Hardwood Traffic Association. This entertainment will be in the form of a luncheon which will be served in the main dining room of the Hotel Gayoso. It is expected that there will be between 300 and 500 guests and the luncheon promises to be one of the most elaborate ever tendered by this organization. All arrangements have been perfected and the members of the club are looking forward to this occasion with unusual pleasure.

The following resolutions out of respect to the late J. H. Baird, editor and publisher of the *Southern Lumberman* at Nashville, were unanimously adopted:

RESOLVED:—That the recent distressing death of James H. Baird has deprived the lumber industry of one of its ablest champions, the lumber press of a gifted and fearless leader, and the individual members of this organization of a warm and noble friend:

That we desire to convey to his family and associates our profound grief at his untimely death and our deepest sympathy in their irreparable loss.

W. E. Hyde of the Hyde Lumber Company, South Bend, Ind., and the Desha Lumber Company, Lake Providence, La., was elected to active membership.

It was also decided at this meeting that another dinner dance should be given under the auspices of the club at the Hotel Chisca April 9. These informal affairs have proven a source of very great pleasure to all the members of the club and this accounts for the fact that they are being given with increasing frequency. All arrangements are in the hands of the entertainment committee, which has always shown itself thoroughly capable.

Paving Engineer Appointed

F. P. Hamilton of Houston, Tex., has been appointed paving engineer of the Southern Pine Association, and assumes his duties on the first of the month. Mr. Hamilton is a native of Mississippi, thirty-eight years of age, and a graduate of Washington and Lee University. After his graduation he became assistant engineer, in charge of paving at Jackson, Miss., and later looking after paving for steam and street railways in and about Jackson. He possesses an extensive knowledge of the uses of concrete, which is so essential in the making of the proper base for wood block paving. For the past five years he has been with the Gulfport Creosoting Company of Gulfport, Miss., and the Creosote Wood Block Paving Company of New Orleans in charge of creosote wood block paving and construction.

He is a member of the American Association of Civil Engineers, and also of the American Wood Preservers' Association, being a member of the committee on paving of the latter association.

Southern Traffic Association Issues Annual Report

The annual report of the Southern Hardwood Traffic Association for the twelve months ending January 1, 1915, is now off the press and ready for distribution to the members of that body and to others who are sufficiently interested to make application for copies thereof. This report was compiled by J. H. Townshend, secretary and general manager, and in addition to giving an interesting tabulation of receipts, expenditures and other features, it contains a full statement of the aims and objects of this organization.

The association is stronger and more active today than at any time since it was organized. It is dealing with traffic problems in a large way and is safeguarding the interests of its members in every possible manner. Even now, before it has completed two full years' work, it has arranged a conference with the traffic officials of the leading roads in the South for the specific purpose of bringing the railroad men and the lumbermen into such close relationship that rates on lumber may be adjusted without constant friction and without appeal to the Interstate Commerce Commission. This is the biggest thing it has ever undertaken, and the officials believe that if they accomplish what they have in view the results will more than justify all the effort put forth by that organization since it was launched.

J. H. Townshend is a traffic expert of the first order, and he is ably assisted by Leroy Halyard, who is far from a novice in rate matters.

Cincinnati Club Nominates New Officers

So well did the regular nominating committee of the Cincinnati Lumbermen's Club do its work in picking representative and able business men in the lumber line for places on the ticket, that there will be no competitive election at the annual ballot casting of the organization this year. When the regular list of candidates was announced the ticket was indorsed unanimously by the gentlemen delegated to name an opposing ticket. J. A. Bolser, who has acted in the capacity of secretary of the club for some time, was urged to again be a candidate, but refused this honor on the ground that another should be given the opportunity of serving the club.

The ticket named follows:

PRESIDENT: P. Dwight Hinckley of the Dwight Hinckley Lumber Company.

FIRST VICE-PRESIDENT: S. W. Richey of Richey, Halsted & Quick.

SECOND VICE-PRESIDENT: J. S. Zoller of the Talbert-Zoller Lumber and Veneer Company.

TREASURER: J. Watt Graham of the Graham Lumber Company, Ltd.

SECRETARY: W. S. Sterrett of the M. B. Farrin Lumber Company.

Other business of importance taken up at the meeting April 5 was a long discussion of the proposition to merge with the Cincinnati Chamber of Commerce, which invitation was extended to the Lumbermen's Club at the March meeting. The project had its several backers and opponents, and in the end the committee in charge of the subject was instructed to change and amend the club's constitution and by-laws to the extent of merging with the Chamber of Commerce. At the May meeting the amended constitution will be read, discussed and a vote taken on the merger question.

Hardwood Sales Report

The Hardwood Manufacturers' Association of the United States, with offices in Cincinnati, has just inaugurated a new system for distribution of a monthly report of actual sales made by its members. The members of the association report to the secretary each week the actual sales made in that period. The reports show the date of sale, kind of lumber, amount, thickness, grade, widths, lengths, condition of stock, delivered price, point of delivery and rate of freight to destination.

The consuming territory is divided into accurately defined zones. For illustration, the Chicago territory comprises territory surrounding the city of Chicago, which takes practically the same rates of freight from

the producing district, and instead of specifying on the report that is sent to the members the name of the town in which the stock was sold, it will simply show "delivered in Chicago territory" and rate of freight given.

The other territories or zones for the present are as follows: Boston, New York, Buffalo, Philadelphia, Pittsburg, Trenton, N. J.: Dover, Del.; Baltimore, Md.; Washington, D. C.; Richmond, Roanoke, Va.; Wheeling, W. Va.; Raleigh, N. C.; Columbus, S. C.; Knoxville, Tenn.; Chattanooga, Tenn.; Atlanta, Ga.; Jacksonville, Fla.; Birmingham, Ala.; Gulf territory; Cincinnati, Portsmouth, Columbus, Ohio; Toronto, Ontario; Detroit, Indianapolis, E. St. Louis, Louisville, Ky.; Evansville, Ind.; Cairo, St. Louis, Kansas City, Mo.; Hannibal, Mo.; Des Moines, Iowa; Omaha, Topeka, Denver, Winnipeg, Minneapolis, Milwaukee, Pacific coast territory, Salt Lake territory and Dakota.

The report shows the state from which the stock was shipped. Under this arrangement the shipper of lumber can form a good idea by looking at the report whether or not the prices given were obtained by his immediate competitors or whether it was shipped from a distant territory.

Reports made to the association by members are held in strict confidence, and individual information received is not divulged.

The form furnished the members for the purpose of reporting their sales is a simple one and does not burden the sales department in filling it out. A few minutes each day is all that is necessary to record the day's sales. These blanks are mailed to the association secretary's office every Saturday. This in most cases is delivered in Cincinnati on Monday morning and immediately the work of picking out and summarizing the various woods is begun and simplified to such an extent that the report should be received from the printer and mailed to the membership very early in the month. This information will be for the benefit of members only and will prove a valuable service.

With the Trade

Enters Wholesale Hardwood Field

Emil Thoman, for over fifteen years general manager for Bennett & Witte, has branched out into the wholesale hardwood business for himself. Mr. Thoman's is the latest advent into the Cincinnati hardwood field. Perhaps there is none in Cincinnati who is so well versed in the hardwood business as Mr. Thoman, and his numerous friends in the trade predict a successful career for him. Mr. Thoman opened offices in the Mitchell building this week, after enjoying a two months' rest since severing connection with Bennett & Witte.

Wrong Cut Used

In the March 25 issue HARDWOOD RECORD published an account of the annual meeting of the Buffalo Lumber Exchange, stating that W. P. Betts was elected president, and carried photographs of the officers. Through an error the cut of W. T. Betts of Philadelphia, of the same firm, was carried in place of that of W. P. Betts.

Big Addition to Bay City Woodworking Plant

The Kneeland-Cooper Company has been incorporated at Bay City, Mich., for the erection of a planing mill and hardwood flooring plant. The plant will employ from 150 to 200 men and will be operated the year round. The company has been incorporated with a paid-up capital stock of $150,000. Work on the plant will begin immediately.

The articles of incorporation were completed and forwarded to the secretary of the state at Lansing on March 22, and the incorporation has been consummated since that date.

C. A. Bigelow is president of the organization, D. M. Kneeland vice-president and James Cooper of Saginaw secretary. The president and vice-president are already heavily interested in Bay City through the Kneeland-Bigelow Company and the Kneeland, Lunden & Bigelow Company, both of which operate large sawmills in that city. Mr. Cooper has been a member of the firm of Briggs & Cooper, wholesale lumber dealers, Saginaw, Mich., for a number of years, and the business of that firm will be absorbed by the new company.

The plant will be constructed on the river front between Thirteenth and Seventeenth streets on the site of the old N. D. Bradley & Sons mill, which property was purchased by the Kneeland-Bigelow Company some time ago. It will adjoin the Kneeland-Bigelow plant on the north. It is expected the plant will be in operation by July 1.

The plans will include the construction of dry kilns of extra large capacity for the preparation of the finer grades of lumber used in furniture manufacture and other special work.

The company will handle the large output of the Kneeland-Bigelow Company and Kneeland, Lunden & Bigelow Company's mills and will be of first water in every particular.

Company Suffers Loss by Fire

On March 30 fire, which originated in the engine room, did about $10,000 damage to the plant of the Arkansas Handle Company at Little Rock, Ark. The fire broke out between ten o'clock and midnight and spread rapidly. When the fire department of Little Rock reached the scene practically the entire plant was enveloped with flames and considerable damage had been done in the stock room. By reason of the excellent work of the firemen a portion of the plant, including the offices, was saved from severe damage. The loss was partially covered by insurance, and will be rebuilt at once.

This plant was erected about fourteen months ago and has had a prosperous career. The officers of the company are: A. G. Walker, president; E. E. Reedy, secretary and treasurer, and J. J. Reedy, general manager.

Nashville, Ark., Firm Plans Large Operations

The Allen Box & Lumber Company, which was recently organized under the laws of Arkansas, has purchased the hardwood holdings of the Graysonia-Nashville Lumber Company, Nashville, Ark. The tract consists of about 15,000 acres, on which it is estimated that there are fully 70,000,000 feet of timber. A considerable percentage of this is oak. The hardwood mill formerly operated by the Graysonia-Nashville Lumber Company has also been taken over. It is a circular mill, but has a band resaw. There are also a modern box plant, planing mill and box factory included in the transfer. The purchasing firm expects to operate on quite a large scale, estimating its annual cut at something like 9,000,000 feet.

Takes Over Brenner Plant

The Salisbury branch of the Ferd Brenner Lumber Company is to be taken over by the R. W. Walker Lumber Company, according to a recent report. The company has just been incorporated by R. W. Walker, who has been manager at the Salisbury branch of the Brenner interests.

New Virginia Plant to be Erected

It is reported that the Lester Lumber Company, Figsboro, Va., has acquired a tract of land at Martinsville, Va., on which will be erected a

C. A. BIGELOW, PRESIDENT KNEELAND COOPER COMPANY, BAY CITY, MICH.

D. M. KNEELAND, VICE-PRESIDENT KNEELAND-COOPER COMPANY, BAY CITY, MICH.

JAMES COOPER, SAGINAW, SECRETARY KNEELAND-COOPER COMPANY

sawmill, planing mill and interior finish plant for the manufacture of rough lumber, interior finish, plow handles, dimension stock, bent wood, novelties and tobacco hogsheads. George T. Lester of the Lester Lumber Company planned the construction of the plant which when complete will involve an expenditure of some $50,000, and which will probably be in operation about the beginning of 1916. When this is completed the company's plant at Figsboro will be removed to Martinsville.

Apparently Well-Adapted to Its Work

The cost of laying trackage ordinarily prohibits the use of logging railroads in working over tracts of timber that are not extensive. The cost of motor power and loading trucks is ordinarily inconsequential as compared with the cost of actually putting down the tracks, building trestles, digging cuts, grading roads, etc. It would seem that an apparatus that is being put on the market by a Pennsylvania company should go quite a little way toward solving this problem in connection with those tracks where the use of standard or even a narrow gauge equipment is not at all feasible.

The cut that accompanies this story illustrates the trucks and trackage with which the small operator could handle his lumber taken out of his woods economically and effectively. This is manufactured by the Orenstein-Arthur Koppel Company, Koppel, Pa., which firm furnishes portable tracks made up in fifteen-foot sections and mounted on steel ties so that comparatively no grading is required and light capacity cars suitable for operation on sixteen thirty-pound rails are furnished, the capacity ranging from five to ten tons, which can be hauled by either horses or light locomotives.

The interesting point about the idea is that the initial cost of laying such track is very small and there is practically no depreciation as the track can be taken up in complete sections and shifted from one place to another immediately without damage.

The cars furnished for use with this track are of the lightest construction, as will be seen from the illustration, but the condition of strength, of course, is taken into consideration throughout.

When not loaded the two trucks are coupled together, but when loaded with logs they can be placed at any distance apart to conform with the length of the logs.

HARDWOOD RECORD takes pleasure in giving a little publicity to this idea as it appears it should solve a problem that has confronted owners of small timber tracts worth developing, and would suggest that they get in touch with the Orenstein-Arthur Koppel Company and get more complete description.

Lumbermen's Underwriting Alliance

The Lumbermen's Underwriting Alliance, Kansas City, Mo., has moved its offices from suite 1101 R. A. Long building to suite 1118 same building, offices recently vacated by the Dierks Lumber & Coal Company.

The Dierks company moved out on account of the necessity for larger quarters and these offices gave to the Lumbermen's Underwriting Alliance the necessary additional room which has been demanded by its increased business.

U. S. Epperson, attorney and manager for the Alliance, writes from the West where he has been for some time that he is entirely recovered from a painful affection of the right ear.

Keith Lumber Company Changes Location

The Keith Lumber Company, which has been located at Fourteenth and Wood streets, Chicago, for the past twenty-one years, has just moved its entire yard, plant and office to Laflin near Twenty-second street. The Baltimore & Ohio Railroad Company secures the old yard for storage and railway coaches.

The new yard of the Keith company extends on both sides of Laflin street from the river, and has excellent switching facilities, giving connections with all of the roads going out of the city. The company has erected a fine new office building finished up in red gum, the purpose being to give visualized advertisement of the excellent finishing qualities of that wood.

In 1870 W. S. Keith organized the Keith business, which was operated under his name up to 1890. When it was originally started the company maintained north and south side yards, but these were consolidated in 1894.

F. E. Bartelme is now president of the company and J. M. Riel, secretary and treasurer. Mr. Bartelme has direct charge of the domestic department, while Mr. Riel devotes his attention mainly to the foreign woods.

The Keith company has been well known for the diversified and high-class character of stock it carries, as it is usually in a position to figure on almost any kind of wood, either foreign or domestic. It has gained an enviable reputation in all of its transactions, and its new quarters will unquestionably enable it to give even better service than in the past.

A Northern Michigan Logging Operation

The Richardson & Avery Company of Raco, Mich., which was organized some months ago, is at work on its tract of 42,000 acres of hemlock and hardwood located north of the Duluth, South Shore & Atlantic Railway in Chippewa county, Mich. The corporation was organized to operate this tract. The timber is owned by Sewell L. Avery of Chicago, Waldo A. Avery of Detroit and the E. Richardson Company of Saginaw, Mich. They own all the stock in the new concern. The officers are L. M. Richardson, Saginaw, president; S. L. Avery, Chicago, vice-president; W. A. Avery, Detroit, treasurer, and H. C. Richardson, Saginaw, secretary. The company was forced to commence operations on account of a fire which caused serious damage to the east end of the tract last summer. It has been logging the burned timber during the past winter and will complete it this summer. It has built a sawmill in the new town of Raco, which is located on the D. S. S. & A. railway about twenty miles west of Sault Ste. Marie. The principal equipment of the mill is a single Garland band saw and a Mershon resaw. It expects to cut and manufacture about 15,000,000 feet this year. In future years the cut will depend entirely on market conditions. There are built and in operation twelve miles of logging railroad, to which will be added about five miles this year.

Leaves Licking River Lumber Company

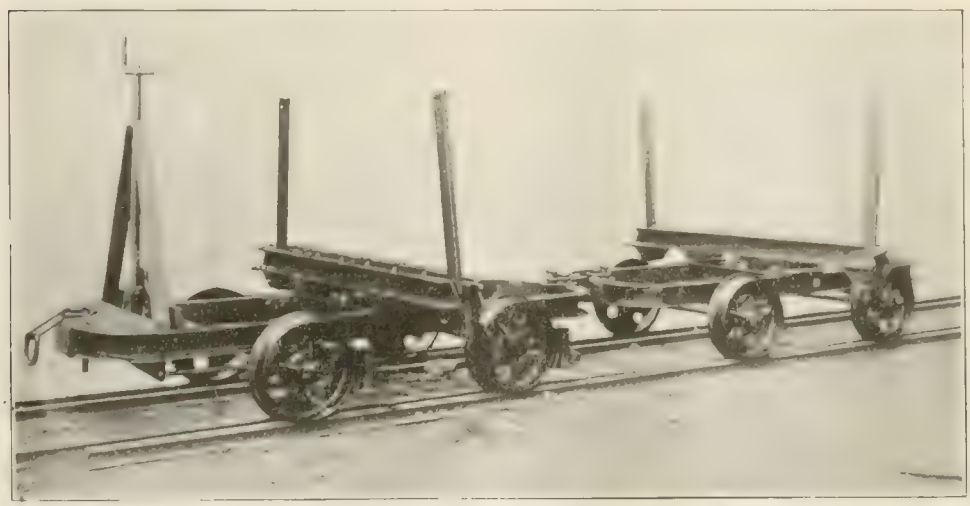
J. D. Kindig, who has been manager of one of the departments of the Licking River Lumber Company of South Bend, Ind., for several years, has recently become associated with the Huff-Stickler Lumber Company, which will continue the wholesaling business with offices in the Dean building, South Bend.

Mr. Kindig has been closely associated with the hardwood consuming trade, and will handle that end of the business. Mr. Huff and Mr. Stickler will give their attention to the yard trade in Indiana and Michigan.

James E. Stark to Control Memphis Veneer and Lumber Company

James E. Stark of James E. Stark & Co., Memphis, Tenn., has just acquired control of the Memphis Veneer and Lumber Company, also of that city. Final details of the transaction were consummated a few days ago. The deal involves a big stock of mahogany timber which is on the yard and under contract involving some $750,000, including Honduras and South American stock, and also the sawmill and veneer plant at Memphis. It is stated that the sum of about a million dollars is involved in the transaction. The capital stock of the Memphis Veneer and Lumber Company is $250,000.

Mr. Stark has been actively interested in the hardwood industry in Memphis for a good



LOG TRUCKS AND PORTABLE TRACK MADE BY THE ORENSTEIN ARTHUR KOPPEL COMPANY, KOPPEL, PA.

J. E. STARK, WHO RECENTLY SECURED CONTROL OF MEMPHIS VENEER & LUMBER COMPANY.

many years. At the time the Memphis Veneer and Lumber Company started he acquired an interest in it, which, however, has not been a majority interest until the time this new deal was put through. He bought the total stock of J. S. Houston, which gives him control of the company

Mell Appointed Pharmacognosist

It is announced that C. D. Mell has been appointed pharmacognosist in the Bureau of Chemistry, his duties being the inspection of crude drugs entered through the custom houses at New York, Boston, Philadelphia, and Baltimore. Readers of HARDWOOD RECORD know Mr. Mell through valuable articles contributed by him to its columns, especially on the subject of South American woods and black walnut. He was formerly assistant dendrologist in the Forest Service. The articles on black walnut, under the joint authorship of C. D. Mell and George B. Sudworth, which appeared exclusively in HARDWOOD RECORD, contained the most complete description of that wood ever published anywhere.

Allis-Chalmers' Sawmill Man Dies

The Allis Chalmers Manufacturing Company of Milwaukee, Wis., announces that on March 29 Frank W. Greenleef died after an illness of three weeks. He contracted grippe which developed into bronchial pneumonia, which was fatal.

Mr. Greenleef was connected with the sawmill department of the Allis-Chalmers company as assistant manager for thirty-two years. He is survived by a widow and one son, W. F. Greenleef, who is connected with the engine department of the company.

Death of a Well-Known Lumberman

John Stewart, aged eighty-nine years, and a native of New Brunswick, died recently in Kane county, Ill., at the home of his daughter, Mrs. Eliza Watson. Mr. Stewart was suddenly taken ill while in Los Angeles, Cal., and was taken to his home in Illinois by his son-in-law, John Alexander. He entered the lumber business as a laborer on a sawmill at Wausau, Wis., about 1852, invested his earnings in timberland, and at the time of his death was rated a millionaire.

Prominent Saw Manufacturer Dies

William Disston, wealthy clubman and manufacturer and a member of one of Philadelphia's oldest and wealthiest families, died suddenly at his country home in Lancasterville, Montgomery county, Pa., on the evening of April 5. Mr. Disston's death followed an illness of more than a year's duration. On January 13 last, at the German hospital, he was operated on for gall stones, and since that time has suffered several relapses. He recently left the hospital and went to his country home to recuperate. He gradually improved until shortly before his death, when he suffered a severe relapse. Previous to his confinement at the hospital before his operation he had taken a trip for health to Florida, but was forced to return to this city. Mr. Disston was fifty-six years of age.

Mr. Disston was vice-president of Henry Disston & Sons, Inc., Philadelphia, and was executive head of the vast saw works at Tacony. He was also vice-president of the Henry Disston & Sons File Company, and a director of various banking and trust companies.

He took an active part in social and club life, despite his many manufacturing activities and responsibilities. At one time he was president of the Whitemarsh Valley Country Club. He was a director of the Union League and a member of the Racquet Huntingdon Valley Country, Philadelphia Cricket, Philadelphia Country and Corinthian Yacht clubs.

William Disston was born in Philadelphia, June 24, 1849. His father, Henry Disston, a native of England, came to the United States in the year of 1840 and settled in Philadelphia. On the maternal side Mr. Disston is descended from Swedish ancestors, the family having been established in Philadelphia since 1630.

After receiving his education at the Episcopal Academy of this city, Mr. Disston entered his father's saw manufactory and spent seven years in the various departments, thereby gaining a thorough knowledge of every branch of the business with the object of fitting himself to continue in association with his brothers, the work of developing and expanding the enterprise which had been so successfully launched by his father.

Mr. Disston is survived by a widow, one daughter and one son, and a brother, Jacob S. Disston.

Northern Wood Products Company Organized

The Northern Wood Products Company has just been organized under the laws of the state of Wisconsin at Merrill. It has purchased the plant and business of the Lee Handle & Dowel Company, which has been engaged in the manufacture of broom handles. C. R. Lee of Lincoln, Nebr., is president; H. B. White of Spencer, Ind., vice-president, and W. A. Thomas of Merrill, secretary and treasurer.

West African Mahogany on British Market

In the course of their annual report reviewing the mahogany trade of Liverpool in 1914, Edward Chaloner & Co., of that city, state that the imports of African mahogany during the twelve months totaled 32,751,329 feet, compared with 33,232,939 feet in 1913. Considering that the total importation of all varieties received at Liverpool during the year was 34,613,791 feet, it will be seen that West Africa supplies almost all the mahogany imported into Great Britain. The imports from Mexico and other American countries seem to have fallen to a very low place in British trade.

Pertinent Information

The Chicago Strike Situation

The strike situation in Chicago, so far as it concerns the building trades, has not yet gotten out of control, and the workers for peace are busy, and not much discouraged. The plasterers who went on a strike through sympathy for the lathers who are locked out, refused to spread plaster on lath that had been nailed by non-union men. On Thursday the officials of the plasterers union were served with an ultimatum by the employing plasterers. At a conference of the officials of the two organizations the union was given twenty-four hours to return the men to work or a lockout would be ordered.

The lockout ultimatum moved the union officials visibly and they immediately asked for more time to put the question before the members of the locals. The contractors granted them until April 13. At that time if the plasterers do not return to work a lockout will be ordered and the work of the union men done by other men the contractors will employ.

Remarkable Revival in Black Walnut

A list of large buildings of recent construction that have been finished with black walnut shows a remarkable revival for that wood. Furniture makers have lost no time in following the fashion. The new William Penn hotel at Pittsburgh is finished with black walnut, and the furniture is walnut throughout. The new Hotel Statler in Detroit is also furnished in American walnut. The Cleveland *Leader* building is trimmed in walnut exclusively. The Marshall Field men's building in Chicago is, as is well known, finished throughout in this wood. A considerable portion of the new home office building of the Northwestern Mutual Life Insurance Company in Milwaukee is finished in it also, while much of the furniture is of the same material. The first floor and dining-room furniture of the Baltimore hotel, Kansas City, are of American walnut. Many other buildings have been handled in the same way, demonstrating that in view of the wide use of the wood as an interior trim, it is logical that much of the furniture of current manufacture should be of that material. Hotel buildings especially have been finished with walnut, and in this case walnut furniture has been used throughout. Furniture manufacturers and dealers who are interested in the hotel field have been watching these developments, which have used American walnut, and they have emphasized the fact that this wood has won a big place in building and furniture making in a comparatively short time.

Statement of Ownership and Management

Agreeable to the act of Congress of August 24, 1912, requiring publishers of periodicals to file with the postmaster-general and the postmaster in the office at which such publication is entered, a sworn statement setting forth the names and postoffice addresses of editors and managing editor, publisher, business manager and owners, and in addition the stockholders, if the publication is owned by a corporation, and also the names of known bondholders, mortgagees or other security holders, and that such sworn statement shall be published in such newspaper or other publication, the following statement is herewith printed:

HARDWOOD RECORD is published semi-monthly at Chicago, Ill.

The names and postoffice addresses of the editors are as follows:

Editors: E. H. Defebaugh, 537 South Dearborn street, Chicago, Ill.; E. W. Meeker, 537 South Dearborn street, Chicago, Ill.

E. W. Meeker, Managing Editor, Chicago, Ill.

Hu Maxwell, Technical Editor, 927 Asbury avenue, Evanston, Ill.

Business Managers: E. H. Defebaugh, E. W. Meeker.

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Owners: The Hardwood Company, 537 South Dearborn street, Chicago, Ill.; E. H. Defebaugh, 537 South Dearborn street, Chicago, Ill.; Estate H. H. Gibson, 537 South Dearborn street, Chicago, Ill.

There are no known bondholders, mortgagees and other security holders holding any bonds, mortgages or other securities of this company.

E. H. DEFEBAUGH, Editor.

Sworn to and subscribed before me this twenty-second day of March, 1915.

J. S. PENNINGTON, Notary Public.

My commission expires October 24, 1916.

Eastern National Forest Resources

The merchantable timber acquired by the federal government in the purchase of land for national forests in the White mountains of New Hampshire and the southern Appalachians amounts to more than a billion board feet, worth upward of $3,000,000 on the stump, according to an appraisement by the Forest Service. In addition, there is an enormous quantity of inaccessible and widely scattered timber which can not be considered marketable until regional developments and improvements place it within reach.

Plans for cutting some of this timber in accordance with scientific forestry methods already have been prepared and in a few localities operations have been started. In some places it has been found necessary to remove mature trees in order to give the young growth a chance.

This work is being done largely by local residents, who have bought the stumpage and are converting it into lumber. The construction of roads and trails is making more and more timber accessible to lumber operators, but the principle use of these improvements at present is for local communication, fire protection, and to open up the wild land for recreation use. A secondary influence of the improvements is to increase the value of the land and to make the timber on it more accessible and valuable to operators.

A great deal of the forest land within the purchase areas was cut over or culled before the government acquired it. Nearly all of this class of land, however, is covered now with young growth and even the abandoned farm acreage, which forms about two per cent of the whole, is slowly reverting to forest.

Of mature timber which could be placed on the market at once, the eastern national forests contain a total of about 1,100,000,000 board feet, which includes all the common eastern hardwoods, together with much spruce, a good deal of hemlock, and some pine. The land, including the timber, has been bought at an average price of a little more than $5 an acre. More than 5,000,000 acres of this land will eventually be acquired for national forests in the East, if the recommendation made by the National Forest Reservation Commission in its last annual report is carried out.

Cut and Sales for February

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, has compiled the following summary of cut and sales of lumber in February: Cut February, 1914, 530,800,000 feet; cut February, 1915, 446,800,000 feet; decrease 84,000,000 feet, or 15.8 per cent. Shipments February, 1914, 514,000,000 feet; shipments February, 1915, 439,600,000 feet; decrease 74,400,000 feet, or 14.5 per cent. Cut February, 1914, 530,800,000 feet; shipments February, 1914, 514,000,000 feet; cut more than shipped 16,800,000 feet or 3.3 per cent. Cut February, 1915, 446,800,000 feet; shipments February, 1915, 439,600,000 feet; cut more than shipped 7,200,000 feet or 16.4 per cent.

West Coast Lumber Mills

Under date of March 22, 1915, the West Coast Manufacturers' Association reported the status of 188 mills, with a ten-hour capacity of 20,286,000 feet. The operating mills numbered 112, and their ten-hour capacity was 13,757,000 feet. Seventy-six mills were idle, and their capacity was 6,529,000 feet. The operating mills were running at ninety per cent of their capacity. It thus appears that fifty-four per cent of the total capacity is being operated.

Pennsylvania's Desolation

An illustrated pamphlet by J. T. Rothrock deals with the desolation of those parts of Pennsylvania which have been stripped of forest by lumbermen and fire and are now lapsing into deserts which threaten to become as sterile as those of China's mountains where the trees have been removed and the land left bare. Mr. Rothrock, who was formerly commissioner of forestry in Pennsylvania, makes a strong plea for reforesting the bare mountains, and to repopulate them partly by establishing factories there to use the water power now going to waste. About one-seventh of the state is in need of restoration. The pamphlet was printed by Herbert Welsh, 695 Drexel building, Philadelphia.

Valuable Oregon Maple

A survey of Olympia National Forest in the state of Washington has disclosed the existence of unexpected quantities of the broad-leaf maple. Little cutting has ever been done in the area. The wood is of excellent quality, and there are many boards which may be reduced to fine figured veneers. The scarcity of good hardwoods on the Pacific coast adds importance to this discovery.

A Sawmill on Wheels

A manufacturer of automobiles recently gave an exhibition in New Orleans of the versatility of his machine by using it as motor power to operate a small portable sawmill. The auto hauled the mill about the streets, stopping occasionally, propping one wheel off the ground, putting a belt on it and using it to drive the saw while doing light work.

Cigar Box Wood Shortage

The first pinch in shortage of wood in Germany on account of the blockade is said to be in cigar box lumber. Heretofore the cigar boxes in that country were made of Spanish cedar from the West Indies, Mexico and Central America, and a species of very light mahogany called okume from the west coast of Africa. The manufacturers of cigar boxes in Germany are substituting beech and other German woods for cigar boxes.

Lumber Rates Suspended

Advances in the rates on lumber and other forest products in carloads from points in Michigan to various points in Ohio and Indiana, and from certain points in Wisconsin to points in Michigan and other states, proposed by the Ann Arbor and other railroads, have been suspended by the Interstate Commerce Commission from March 28 until July 27. The present rate from Marinette, Wis., to Toledo, O., is 10½ cents per 100 pounds; the proposed rate is 13 cents per 100 pounds. The present rate to Durand, Mich., is 10½ cents, and the proposed rate is 11 cents.

Timber-Preserving Plant Wanted

A trading company in India has informed an American consular officer that it desires to be placed in touch with American firm specializing in the manufacture and installation of plants for the treatment of timber such as railway ties. The company states that it is considering establishing a plant for the treatment of not less than 100,000 broad-gauge ties per annum. No particular process of treatment has yet been decided upon, and the company wishes to receive suggestions from American firms manufacturing plants for preserving timber. Correspondence may be in English. Persons who desire to obtain the address of the company should write to the Bureau of Foreign and Domestic Commerce, Washington, D. C., quoting the index number 16,280.

Wants to Stay by Wood

A retail lumber dealer in Iowa writes to R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, as follows:

I am having quite a little call recently for corrugated galvanized roofing. We have never handled it and I do not want to handle it. I want to stay by the wood if I possibly can. There are several farmers planning on building barns, and on using the sheet iron for siding instead of stock boards. I have had no experience with the iron at all, and know of no argument that I could use in discouraging its use. I thought that possibly you could help me out a little as to how to talk a fellow out of the corrugated iron notion. I would like to have a good reasonable proposition to put up to show that wood is better than iron. Any help that you can give me will be appreciated.

This is only one of the many subjects upon which the lumber manufacturers should be prepared to furnish information to their customers. Who will supply it?

Famous Jones Letter

R. H. Jones of the G. W. Jones Lumber Company, Appleton, Wis., has gotten out some mighty clever letters in the last few months, tending to increase the general interest of the hardwood purchasing trade in stocks offered by that concern. One which has just recently come in is of a particularly clever character and HARDWOOD RECORD takes pleasure in printing it in full. It shows what can be done in a little-out-of-the-ordinary-way to work up interest in one's products.

APPLETON, WIS., March 25, 1915.

HARDWOOD RECORD, Chicago, Ill.

Gentlemen: Have you ever been in Prairie du Chien, Wis.? When I used to buy lumber on the road, I'd stop there occasionally to spend a Sunday with old Charley Hoffschmidt, proprietor of the Depot hotel, the most unique and philosophical old German it's been my pleasure to know.

He sure was some character—Old Charley was—whose second greatest weakness was cards. "Schmeer" was the game,—you know, just like "Seven Up," High, Low, Jack and the Game, only you bid on your hand. Well, one night about fifteen years ago, when he was deep in this cut-throat game and almost in sight of the money, Emil, the combination clerk, bartender, porter and barn-boy, rushed in with—"Charley! Charley! The barn's on fire!" Charley, who was dealing, never stopped, never looked up. "Vell,—iss der horses oudt?" "YES!"—"Huh!—Vell,—iss der bus oudt?" "YES! Charley, YES!" The old man picked up his cards, and after looking 'em over carefully,—"Huh!—Vell, I—guess—I bid three times!"

Today almost one-half of the world is on fire, but *WE* are OUT! Not only are we out, but we're in mighty good shape, too. Steel mills putting on more men every day; railroads placing big orders; building permits going up in jumps; banks have plenty of money; less men out of employment than any time for the last six months; and best of all, A HUNDRED MILLION PEOPLE WITH CONFIDENCE IN THEMSELVES AND IN THEIR COUNTRY!

Yes, sir! The horses are out and the bus is out! Now it's up to us to SIT TIGHT, BID OUR HAND, and PLAY THE GAME. As the Old Cattleman used to say, "Life ain't in holdin' a good hand, but in playin' a pore hand well!"

Now here's a stock sheet I've made out, with a list of as fine a bunch of northern and southern hardwoods as ever felt a saw. Look it over, then let me know what items you can use.

Let me help you to KEEP THE GAME GOING!

Yours sincerely,
G. W. JONES LUMBER COMPANY,
R. H. JONES.

Our Chicago man, Ruth, has his office at 327 Railway Exchange Bldg., why don't you call him up—Harrison 2902?

The Land of Beech Trees

The present war has brought into notice the Austrian province Bukowina. The Austrian defenders and Russian invaders have pushed each other back and forth across it many times in the past half year. The name means "land of beech trees." The word "buk," with its other forms "boc," "buck," "beech," "book," and many other variations in spelling and pronouncing, is one of the most remarkable known. It is said to be the oldest existing word in the world. It has been traced to northern India where the people speaking the Sanskrit language used it for "beech," and "book." It is supposed they cut letters on beech bark, hence they used the same word for the tree and the writing on its bark. The word is still in use in various forms in all northern Europe. Even in far away Iceland "bok" means beech. The Russians change it a little and call it "buk." The name of the country, Bukowina, conforms to the Russian spelling. The English, Germans, Austrians, and Russians all agree on that one word for beech, and it is probably the only word on which all of them agree. The word buckwheat comes from the same source, because the grain of buckwheat is triangular like the nut of the beech. The Greeks and Latins refused to adopt the word; but the Latins translated it, by using the word "liber" (bark) for "book." The Greeks, however, were not willing to adopt or even translate the foreign word, so they called the beech tree "eat," because the nuts were edible. The word used by them was "phegos," which, in its latinized form, "fagus," has come down to us, and botanists use it as the generic name for beech—*Fagus atropunicea* being the botanical name for the common American beech. It has been said that it is easier to conquer nations than to change their language, and the case

of Bukowina seems to carry that out. It is hard to say how many owners it has had since it was first named on account of its beech trees, perhaps in prehistoric times. In spite of its many owners, including the Romans, the Hungarians, and the Turks, it still carries its old name. The Romans called it Dacia, it forming the extreme northeastern part of that province in the period of the Roman empire's greatest extension. It is said that Bukowina and Brazil are the only two countries in the world named for trees, though innumerable islands and small districts are so named.

Japanese Make Violins

One of the interesting developments of the season of readjustment in various lines of industry is the fact that we have been depending largely upon Germany for our violins and that now Japan is striving to capture this trade. One of the consular reports tells of a violin manufacturer in Nagoya, Japan, having booked orders for tens of thousands of violins costing from $3 to $8. At the outbreak of the war the importation of these from Germany ceased and the supply has been running short and Japan is getting into the business. The first thought that occurs here is, why not American-made violins?

Hardwood News Notes

MISCELLANEOUS

The Giant Furniture Company, High Point, N. C., is reported to be adding considerably to its factory at that point.

The Piedmont Hardwood Manufacturing Company has decided to rebuild its plant at Greenville, N. C., which was recently destroyed by fire.

The Hendersonville Buggy & Wagon Company has been incorporated at Hendersonville, N. C., with a capital stock of $25,000.

It is reported that the Parsons Lumber Company located at Watha, Pender county, N. C., was destroyed by fire. This involves a mill plant and lumber stored in the yard, workmen's buildings and other structures, and the loss is reported to be about $20,000. Strenuous efforts effected the saving of other property than that destroyed.

It is reported that fire destroyed the plant, consisting of lumber, mill and dry kilns, of the Beaman Lumber Company at Marion Junction, N. C., the loss being estimated at about $45,000.

The Spencer Table Company, Marion, Ind., has increased its capital stock from $75,000 to $100,000.

At Indianapolis, Ind., the Brewer Monoplex Box Company has been incorporated with a capital stock of $30,000.

The Fisher Vehicle Woodstock & Lumber Company has been incorporated at Erin, Ark., with a capitalization of $5,000.

With an authorized capital stock of $10,000, the Cape Fear Cedar Company has been incorporated at Elizabethtown, N. C.

J. H. Smith of Bradford, Pa., has announced that he will move his lumber and woodworking business from Salamanca, N. Y., to Falconer, N. Y., and has purchased a tract of land on Falconer street adjoining the D., A. V. & P. railroad yards.

With M. M. Martin as president and Duncan Martin, vice-president, both of Memphis; the Southern Furniture Corporation has been incorporated at Birmingbam, Ala., with a capital stock of $100,000.

The James Milliken Hardwood Lumber Company located at Arkadelphia, Ark., has suffered a loss by fire.

The capital stock of the D. Miller Buggy Company, Alton, Ill., has been decreased from $3,000 to $1,500.

The Richland Handle Company has been incorporated at Bloomfield, Ind., its capital being $5,000.

The general offices of William S. Whiting have been moved from Asheville, N. C., to Elizabethtown, Tenn.

The Anchor Saw Mill Company is out of business at Atlanta, Ga.

At Gaylord, Mich., the Saginaw Woods Products Company has changed its style to the Michigan Wood Products Company.

An increase in capital to $70,000 has been effected by the Carthage Superior Spring Bed Company, Carthage, Mo.

R. E. Edwards has been appointed receiver for the Peru Chair Company, Peru, Ind.

E. C. Dawley is reported to have sold his interest in the Gill-Dawley Lumber Company, Wausau, Wis.

The Frankfort Chair Company has been incorporated at Frankfort, Ky., capital $26,000.

The F. O. Smith Shipbuilding & Dry Dock Company has been incorporated at Norfolk, Va. Its capital is $100,000.

It is stated that the Ford Motor Company, Detroit, Mich., will build a factory in Charlotte, N. C., to cost about $250,000.

The Feige Desk Company, Saginaw, Mich., has filed an involuntary petition in bankruptcy.

The Mechlin Lumber Company has been incorporated under the same name at Mount Vernon, Ala., with a capital of $20,000.

The David R. Webb Company has been incorporated at Edinburg, Ind., to manufacture veneers, and has $35,000 capital.

With a capital stock of $10,000, the S. Roman Flooring Company has been incorporated at Brooklyn, N. Y.

West Virginia Hardwoods

We have ready for prompt shipment

14,000′ 4/4 Logrun Ash
12,000′ 10/4 1s and 2s and No. 1 Common Ash
12,000′ 5/4 No. 1 Common Basswood
9,000′ 6/4 Logrun Basswood
10,000′ 4/4 1s and 2s and No. 1 Common Birch
12,000′ 5/4 1s and 2s and No. 1 Common Birch
12,000′ 8/4 No. 1 Common Birch
30,000′ 4/4 1s and 2s Chestnut
50,000′ 4/4 No. 1 Common Chestnut
275,000′ 4/4 Wormy and No. 2 Common Chestnut
125,000′ 4/4 No. 3 Common Chestnut
26,000′ 5/4 1s and 2s and No. 1 Common Chestnut
75,000′ 5/4 Wormy and No. 2 Common Chestnut
75,000′ 4/4 Logrun Maple
10,000′ 6/4 1s and 2s and No. 1 Common Maple
45,000′ 8/4 Logrun Maple
13,500′ 4/4 1s and 2s Poplar
50,000′ 4/4 No. 1 Common Poplar
100,000′ 4/4 Logrun Red Oak
10,000′ 5/4 1s and 2s Red Oak
12,000′ 5/4 No. 1 Common Red Oak
68,000′ 6/4 1s and 2s and No. 1 Common Red Oak
100,000′ 8/4 Logrun White Oak
100,000′ 3x4 and 3x5 Hardwood Mine Rails
3 cars ½″ Slack Barrel Staves, 40 and 42″ long
10 cars Chestnut Telephone Poles

Alton Lumber Company
Lock Box No. 86
BUCKHANNON, WEST VIRGINIA
Band Mill Mill Creek, W. Va. Circular Mill Todd, West Va.
MENTION HARDWOOD RECORD WHEN WRITING

An involuntary petition in bankruptcy has been filed by the Portsmouth Planing Mill, Portsmouth, Va. Alfred P. Thom has been appointed receiver.

CHICAGO

H. H. Butts, sales manager of the Park Falls Lumber Company, Park Falls, Wis., was in the city April 7.

R. L. Jurden of Penrod-Jurden & McCowen, Memphis, Tenn., was in the city for a few days last week on one of his frequent business trips North.

L. W. Ford of the Goodlander-Robertson Lumber Company, Memphis, Tenn., was in town last week on business in connection with affairs associated with the National Hardwood Lumber Association.

C. E. Davis of the Mengel Box Company and Richland Parish Lumber Company, Louisville, Ky., was in the city a couple of days last week on a selling trip.

G. W. Sparks of the Des Arc Veneer & Lumber Company, Des Arc, Ark., made a business trip to Chicago a week or so ago.

J. E. Stark of James E. Stark & Co., and the Memphis Veneer & Lumber Company, Memphis, Tenn., was in Chicago last week consummating a deal by which he secured controlling interest in the latter company. He was in conference with J. S. Houston of Chicago.

F. R. Gadd of Chicago was in Memphis this week in attendance at the conference of railroad men and lumber shippers, which took place in Memphis on April 7.

HARDWOOD RECORD is in receipt of the Indiana Arbor and Bird Day Manual compiled by E. A. Gladden, secretary of the Indiana State Board of Forestry. This is a little booklet gotten out each year by the Indiana board, the purpose of which is to increase the interest in trees and birds.

The official report of the annual convention of the Hardwood Manufacturers' Association of the United States, held at Cincinnati on Thursday and Friday, January 28-29, has just come from the press. The report is gotten up in high-class shape and presents the proceedings of the meeting in the ordinary and easily read shape.

NEW YORK

The Wayne Lumber Company, wholesaler of hardwoods, has moved to the new South Ferry building, 44 Whitehall street.

Henry Cape, dispenser of hardwoods and hardwood flooring, is leaving 1 Madison avenue after more than fifteen years there for new quarters in the Vanderbilt Concourse Offices, 52 Vanderbilt avenue.

Sam E. Barr is another rover this month of moving. Unlike so many others, he is coming down town, and after May 1 his address will be Hudson Terminal building.

C. B. Von Canon, representing the J. Walter Wright Lumber Company of Mountain City, Tenn., was a recent visitor in New York. He reports a slow, steady improvement in business and says the outlook for the hardwood trade is promising.

BUFFALO

The shooting of George B. Montgomery by a British sentry in Bermuda was a great shock to his many friends and business associates here. While the explanation is that it was a stray bullet which hit Mr. Montgomery, the affair looks like a piece of criminal carelessness and entirely uncalled for, as the boat in which the lumberman, his wife and two friends were sailing was entirely outside the prohibited area where the prisoners of war are kept, and no question of trespass was involved. Great delay ensued also in sending an official account of the shooting to this country, owing to British censorship.

Buffalo's building figures for the first quarter of the year are gratifying, as the total of $1,519,000 runs only $72,000 below the same period of 1914. Permits so far granted this month indicate that this will be a quite active spring in the building trade.

H. T. Kerr has gone to Michigan for a trip of inspection of his hardwood interests and will look after the shipment of maple and beech from the lower peninsula by lake eastward.

A. J. Chestnut has gone to Norfolk, Va., for a short vacation trip. His lumber company is now manufacturing birch flooring in Canada, finding a fair market in that country and a better one in the United States.

Davenport & Ridley are building a new office at their yard at 1146 Seneca street. The office reports a fair trade in Pennsylvania hardwoods, though trade is not yet active.

T Sullivan & Co. will bring in some brown ash by lake this season. This wood is in quite good demand and large stocks have been disposed of so far this spring.

The Yeager Lumber Company has been moving quite an amount of maple lately and reports trade in ash and plain oak as fairly good. Cypress is also having a steady trade.

Hugh McLean has been in Memphis for the past week or two, looking after the mill interests of his lumber company. Trade is on about the same basis here as two weeks ago.

J. B. Wall, president of the Buffalo Hardwood Lumber Company, has been in Alabama for two or three weeks, looking after oak shipments. He also spent some time in Tennessee.

Blakeslee, Perrin & Darling report increased firmness in maple lately, in which the demand appears to be increasing. Thick oak has also shown an increased demand.

A. W. Kreinheder has been appointed a receiver for a Buffalo Package Company, a local cooperage concern, which has indebtedness of over $79,000, but is reported solvent.

PHILADELPHIA

Fire on March 31 damaged the Francis D. Kramer Woodworking Company's plant at 1601 Spring Garden street. The fire is said to have started from a hot bearing in a machine in the wood-turning room.

Mrs. Fannie Edwards Boyd Weitzel died at her home, 3300 North 16th street, March 31. Her husband, Paul R. Weitzel, died February 28. The deceased was the mother of the lumbermen constituting the firm of P. Elmer Weitzel & Co.

President Mehl of the Pennsylvania Lumbermen's Association, has appointed Henry Palmer, W. C. Peirce and C. Frank Williamson a committee to make plans for and take charge of the mid-summer meeting of the association.

J. Frederick Martin, secretary of the Huganir Lumber Company, Pennsylvania building, is being congratulated on the arrival of a son in his home. The baby has been named Alfred Simpson Martin. The senior Martin has not decided whether Alfred will be a lawyer or a hardwood man.

The Babcock Lumber Company, through J. H. Haines, Philadelphia manager, reports business as increasing, with prospects favorable for a fine spring trade.

Warren Ross of the Warren Ross Lumber Company, Jamestown, N. Y., called on local lumbermen last week.

F. S. Underhill of Wister, Underhill & Nixon reports the hardwood trade as increasing and prices a trifle better on certain items. Despite the European war and commercial depression, Mr. Underhill is confident that spring trade will be ahead of last year.

W. H. Wyatt of the Jackson-Wyatt Lumber Company says the outlook is encouraging and he believes the spring of 1915 may set quite a mark for improved business.

PITTSBURGH

J. M. Hastings is in Nova Scotia overseeing extensive operations of the Davison Lumber Company of which he is president. This concern has been shipping a large amount of lumber to foreign markets.

The Acorn Lumber Company reports a better feeling among hardwood buyers. Orders are very badly mixed, however.

E. H. Stoner of the West Penn Lumber Company reports a fair trade with manufacturers and considerable yard business. Prices are weak and the cash buyer has the advantage.

The Kendall Lumber Company is starting its mill at Ligonier, Pa., and also the Thornwood mill. This company is shipping a large amount of lumber to automobile, mining, and manufacturing concerns.

The Breitwieser Lumber Company is doing a fair business in hardwoods but finds the market a waiting one. Frank Smith of this concern recently brought back some good business from the East.

The Aberdeen Lumber Company has been fortunate in getting some fine orders for gum and cottonwood and also for ash to be shipped to foreign nations. These stocks are used in making gunstocks and for the manufacture of stretchers and coffins.

The Federal Lumber Company which recently was organized to take over the business of the C. P. Caughey Lumber Company, is lining up some very nice hardwood trade. President E. E. Gregg has lately added to its force of salesmen, Edward J. Flautt and E. R. Bristol.

W. W. Wilson, Jr., formerly president of the Western Lumber Company, a hardwood concern which filed a petition in involuntary bankruptcy recently, now represents Smith, Fassett & Co. of North Tonawanda, N. Y., and is selling fine hardwood stocks here.

BOSTON

One of the heaviest lumber failures ever entered in the bankruptcy court for this district is the petition of Fremont B. Chesbrough with liabilities of $727,176 and assets of $720,125. The Chesbrough Lumber Company was located in Emerson, Mich., and the largest creditors are in this state

Wm. A. Webster, Jr., who has been affiliated with the Webster Lumber Company of Watertown and the Blanchard Lumber Company of Boston, has assumed the position of manager of the large retail business of Wm. H. Wood Lumber Company of Cambridgeport.

Activity in local lumber circles is shown by the incorporation of three new concerns: the American Lumber Company at Boston, capital $25,000, Geo. F. Stocker, president and H. D. McCallum, treasurer; the Pacific Coast Lumber Company, also at Boston, capital $25,000, F. A. Wyman, president; and the Watertown Lumber Company at Watertown, capital $25,000, A. E. Noble, president.

BALTIMORE

Warren Curtin White, former mayor of Cumberland, Md., and president of the W. C. White Lumber Company of that city, died on March 22 at the Western Maryland hospital following an operation. Mr. White had not been well for some time, and went with his family to Florida several weeks before in the hope of obtaining relief, but was compelled to return. He was born in Pennsylvania, and taught school for a time, afterward going to Kentucky and matriculating in the State University, from which he graduated. He afterward became general manager of the Pennsylvania Coal and Lumber Company of Kentucky, but subsequently located at Oakland, Md., where he engaged in lumbering operations. Twenty-seven years ago he removed to Cumberland, organizing the company which bore his name. He was fifty-six years old. His will shows that he left an estate of about $300,000, which, with the exception of some small bequests, goes to his widow and four children. If the widow remarries within five years of the time of his death she is to receive $10,000. The estate is to be divided when the youngest child is twenty-six years old.

William T. Moore, seventy-eight years old, and engaged in shipbuilding at Bethel, Del., for many years, died suddenly March 30 at the home of his son-in-law, William M. Knowles, at Wilmington, Del. He served a term in the Delaware State Senate and was at one time a member of the Sussex county levy court. He was associated in business with John M. C. Moore. His wife and one daughter survive.

The experiment undertaken by the Ryland & Brooks Lumber Company, American building, last December, of engaging more extensively in the hardwood trade than before, has turned out very satisfactorily. The company at the time mentioned made a connection with W. Turner Isaac and his brother, Howard Isaac, both experienced in the hardwood trade, to look after that end of the business, with the result that it has been greatly increased. The Ryland & Brooks company may now be regarded as having become firmly established in the trade, the change being one of the results of conditions incidental to the war and the unsettlement produced thereby. W. Turner Isaac has just returned from a buying trip down South, during which he took up a large quantity of lumber, while Howard Isaac about the same time got back from a selling trip through Pennsylvania and adjacent territory. He reported that business was improving to an appreciable extent.

D. W. Currie, president of The W. J. Diarmid Company, Inc., Fayetteville, Va., was one of the recent visitors in Baltimore. He stated that business seemed to be somewhat better.

R. E. Wood, president of the R. E. Wood Lumber Company, is on a visit to the operation of the company at Fontana, Swain county, N. C.

S. P. Leech, a saw filer, and George H. Sutter, his assistant, lost their lives in a fire which destroyed the band mill of the United States Spruce Lumber Company at Marion, Va., March 25. The men were in the upper part of the building, and an explosion of smoke and dust caused the flames to spread so rapidly that they had no time to escape. The plant was recently erected at a cost of $75,000, and was insured for $430,000.

H. H. HITT LUMBER COMPANY

DECATUR, ALA.

Manufacturers of Band Sawn Tennessee Valley Hardwoods
Straight Grades *Prompt Shipment*

DRY STOCK LIST

Quartered White Oak

4/4 No. 1 Com...400,000′
5/4 No. 1 Com... 6,000′
6/4 No. 1 Com... 13,000′
4/4 No. 2 Com...100,000′
6/4 No. 2 Com... 2,000′

Quartered Red Oak

4/4 1s & 2s..... 6,000′

Plain White Oak

4/4 1s & 2s..... 60,000′
5/4 1s & 2s..... 13,000′
4/4 No. 1 Com...330,000′
4/4 No. 2 Com... 6,000′
5/4 No. 2 Com... 60,000′

Yellow Poplar

4/4 Panel..... 24,000′
4/4 1s & 2s..... 15,000′
4/4 No. 1 Com... 4,000′
4/4 No. 2B Com.. 12,000′
6/4 No. 2B Com.. 7,000′
4/4 No. 3 Com... 9,000′

Ash

4/4 1s & 2s..... 36,000′
4/4 No. 1 Com... 9,000′
8/4 No. 1 Com... 3,000′
8/4 No. 2 Com... 4,000′
4/4 No. 3 Com... 8,000′

Plain Red Oak

4/4 1s & 2s.....300,000′
5/4 1s & 2s.....100,000′
4/4 No. 1 Com...560,000′
5/4 No. 1 Com...100,000′
4/4 No. 2 Com... 70,000′
5/4 No. 2 Com... 7,000′

HITT QUALITY
THE HHH BRAND
HARDWOODS

Bay Poplar

4/4 1s & 2s..... 50,000′
4/4 No. 1 Com...150,000′
4/4 No. 2 Com... 90,000′

Red Gum

4/4 1s & 2s..... 8,000′
4/4 No. 1 Com... 28,000′
5/4 No. 1 Com... 6,000′
4/4 No. 2 Com... 70,000′

Sap Gum

4/4 1s & 2s..... 6,000′
6/4 1s & 2s..... 40,000′
4/4 No. 1 Com... 10,000′
6/4 No. 1 Com...600,000′
4/4 No. 2 Com...400,000′
5/4 No. 2 Com... 80,000′
6/4 No. 2 Com... 90,000′

Log Run Items

4/4 Sycamore ... 50,000′
5/4 Sycamore ... 15,000′
4/4 Hickory .....160,000′
6/4 Hickory ..... 12,000′
8/4 Hickory ..... 24,000′
4/4 Hackberry ... 40,000′
4/4 Beech ..... 75,000′
6/4 Beech ..... 15,000′
4/4 Elm .....100,000′
4/4 Maple ..... 25,000′
4/4 No. 2 Com. Maple .....170,000′
4/4 Locust ..... 6,000′

Manufacturers also of HHH Brand of Oak Flooring

SEND US YOUR INQUIRIES

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OF US

WHEN IN NEED OF BETTER HARDWOODS

Perkins Glue Fast Becoming the Standard For All Veneer Work

Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.

The use of Perkins Glue does away with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees **805 J. M. S. Building, SOUTH BEND, IND.**

Energetic work on the part of the local fire department prevented the blaze from spreading to some 10,000,000 feet of lumber piled up a short distance away.

COLUMBUS

The Dickelman Lumber and Manufacturing Company of Tiffin has taken over the plants of the Seneca Lumber Company and the Staley Lumber Company and will also erect an addition to the plant in the east end, the former place of business.

The enactment of a state building code which will give Ohio cities the largest measure of home rule was the recommendation to the Ohio General Assembly by the Ohio architects which met in Columbus recently to form the Ohio State Association of Architects. George M. Anderson of Cincinnati was elected president; C. W. Bellow of Columbus, vice-president and Herbert B. Briggs of Cleveland, secretary-treasurer.

J. E. Nutt, a well-known lumberman of Youngstown and secretary and treasurer of the Mahoning Lumber Company of that city died at his late home recently at the age of sixty years.

Fire caused a damage of approximately $30,000 at the plant of the Robert Hixon Lumber Company at Sylvania, O., recently.

That Ohio shippers are entitled to the same protection against increase of intrastate rates as interstate rates was voiced before the Ohio utilities committee by J. L. Roney of Middletown, president of the Ohio Shipper's Association; D. F. Hurd, traffic manager for the Cleveland Chamber of Commerce; C. M. Vorhees of Columbus, representing the furniture dealers of the state, and others, advocating the Winans senate bill empowering the State Utilities Commission to suspend a rate increase for ten months, a power which the Interstate Commerce Commission has.

The Gotshall Manufacturing Company of Toledo, O., expects to rebuild its hardwood plant, a $10,000 institution. The building will be larger and an improved sawmill will be a feature of the new concern.

J. R. Kinnard, a lumber broker at Dayton, filed a petition for bankruptcy in the United States district court, stating his debts amounted to $8,715. There are no assets.

The Lebanon Lumber Company of Lebanon, O., has been incorporated with a capital stock of $5,000 to deal in lumber and builders' material. The incorporators are Peter Kuntz, Sr., Peter Kuntz, Jr., N. J. Kuntz, F. B. Post, Martin Kuntz and J. A. Payne. F. B. Post of Washington Court House will be manager and he has purchased the Davis lot at the corner of Main and Water street and will soon be ready for business. The new company will handle lumber and a full line of building materials.

The Fellers Barrel & Cooperage Company of Toledo has been incorporated with a capital stock of $10,000 to deal in barrels, boxes and lumber. The incorporators are Frank L. Mulholland, Charles Hartman, William Blue, John F. Fellers and Sholte M. Douglass.

According to the report of the Columbus building inspector for March, 1915, there were 335 permits issued during the month calling for new structures estimated to cost $519,200 as compared with 293 permits and a valuation of $665,995 for March, 1914. Since the first of the year the department has issued 543 permits of a valuation of $757,650 as compared with 523 permits and a valuation of $1,060,650 for the corresponding period in 1914.

The Bucyrus Lumber Company, S. S. White, manager, has begun the manufacture of porch furniture and expects to develop the industry until the old Coulter plant can be taken over for a factory.

CINCINNATI

C. Crane & Co. advise sales for March almost normal, being double those of January; that collections have never been better and more cash paid on lumber than at any time in their history. Oak is in good demand; inquiries are strong and people are much more liberal, and purchasers who have been ordering one car are now purchasing two or three.

W. H. Weller, secretary of the Hardwood Manufacturers' Association, brought with him from the South a breath of seasonable weather and a decided optimistic view of the future of the hardwood business. He reports business there slowly picking up, but with a persistence that is gratifying indeed.

Mr. Bonner of the Atlas Lumber and Manufacturing Company now is on an extended trip touching the larger cities of Ohio and Pennsylvania. Mr. West of the same firm recently returned from a business visit to Cleveland and Detroit, where he found the prospects very good in the building line. Locally Mr. West finds a big demand for maple, coming for the most part from the auto people, and good oak is enjoying unusual strength considering present conditions.

Richey, Halsted & Quick report the demand spotty. Low-grade chestnut and No. 1 common poplar are moving quite well, and conditions point to a betterment in the immediate future.

One of the most convincing proofs that the hardwood business is steadily on the upward trend was the deal consummated in Cincinnati early in the week by the Barr-Holaday Lumber Company of Greenfield. The shipment consisted of ten carloads, all coming from the mills at Louise, Miss.

The Ohio Veneer Company is confidently looking forward to a speedy resumption of business upon former active lines. The veneer line is reported to be picking up under the impetus given by a general relaxation in the recent stringent money market. American walnut is going exceptionally good.

A fair outlook, although there appears to be no regular demand on any certain line, is the manner in which J. A. Bolser of Blackburn & Bolser sizes up the market, while professing to see a reaction for the better coming with the fine weather. Mr. Graham of the Graham Lumber Company views the market in the same light, being unable to pick out any particular wood which is showing a decided strength.

C. N. Asher & Co. is another addition to the hardwood lumber colony in Cincinnati. This company opened doors last week and if experience and former able management of like concerns is any criterion, this new firm will find smooth running. Charles N. Asher formerly was salesman for E. R. Spotswood & Son of Lexington, Ky., and in that capacity made many friends in the Cincinnati market. J. M. Logan, another member of the firm, acted previously as manager for the J. M. Logan Lumber Company in Cincinnati.

TOLEDO

Retail and wholesale lumber dealers and their salesmen have banded themselves together in a social organization to be known as the Toledo Lumbermen's Club. The organization will meet at luncheon or dinner once each week and have a good time, as it is believed that such relationships will result in a better business understanding, friends being able to adjust matters of disagreement much better than strangers or mere acquaintances. Officers of the new organization are: President, Charles Barnett; first vice-president, Edward Arnsman; second vice-president, Aaron Kelsey; secretary-treasurer, Clinton Mauk.

The Keasey Pulley Company has removed its plant from Toledo to Fostoria, Ohio. A bonus of $10,000 was given the concern by the Fostoria Commerce Club.

Walter L. Ross, receiver for the Toledo, St. Louis & Western Railroad Company, insolvent, has asked Federal Judge Killitts for permission to expend $600,000 for improvements on the road. The money will have to be borrowed on receivers' certificates. New and improved buildings and equipments are included in the desired purchases.

The Booth Column Company reports a much better business than has been enjoyed for some time. Orders are beginning to come in much better, and this applies both to the column and the automobile bumper business. Prospects are good for a fine spring trade.

The Toledo Bending Company reports business a little quiet, but this is the season of the year when such a condition is naturally expected. The factory is running rather light at present and orders are coming slowly. Following the extremely low prices of material, prices have dropped a little.

W. T. Hubbard, who owns one of the largest hardwood concerns in Toledo, has sold the Erie street property, which is now occupied by the offices and yards, to the International Harvester Company, which will erect a five-story building on the site. The new home of the Hubbard concern will be at Western avenue, on the Clover Leaf railroad. The yards will be enlarged and the new location is much more suitable in every way. The concern will remove to the new home about the first of May.

MEMPHIS

W. B. Burke, vice-president and general manager of the Lamb-Fish Lumber Company, Charleston, Miss., is authority for the statement that, in his opinion, a sudden ending of hostilities in Europe will mean the greatest boom in the hardwood lumber industry the South has ever known. He says that many of the lumber companies are operating on full time in anticipation of just such an occurrence and that they are storing up large quantities of finished product in order that they may be ready to promptly fill orders when these begin to come. It is pointed out that Russia and some of the other countries which have been supplying hardwood lumber in competition with American manufacturers and dealers will be practically out of the competition when the war is over, and that the nations which will find it necessary to do a vast amount of rebuilding will have to turn to America. Mr. Burke also believes that the attitude of the railroads will play an important part in the rehabilitation of the hardwood lumber industry in the South. He contends that their viewpoint is entirely wrong and that to aid in the development of the hardwood lumber business of the South they must be brought to fully appreciate the fact that volume of tonnage is just as important a factor in producing revenues as rates themselves. Some of the other members of the trade here have expressed themselves as confident in their belief in extreme activity in southern hardwoods as soon as the present war in Europe is over.

One of the most enjoyable occasions in which lumbermen here have participated in some time was the banquet which was tendered Governor and Mrs. Samuel M. Ralston of Indiana by the Indiana Society of Memphis. This was given at the Hotel Chisca on April 2. John M. Pritchard, president, acted as toastmaster. Readers of the HARDWOOD RECORD are doubtless familiar with the fact that the majority of the members of the Indiana Society are identified in one way or another with the hardwood lumber industry of this section. Governor Ralston said that he was extremely sorry that so many business men had found it in their heart to leave the Hoosier state for Memphis, but that, since they were determined to go, he was extremely glad that they had chosen Memphis as their future home. He expressed himself as much pleased with this city because of its hustle and progressiveness. Mrs. Ralston also responded quite happily. She said that she had known Mr. Pritchard ever since he was quite a small boy and that she had watched his career with unusual interest. She expressed herself as very much pleased with the splendid place he had built for himself here. There were several other speakers, and the occasion proved a quite happy one, indeed, to all who participated therein.

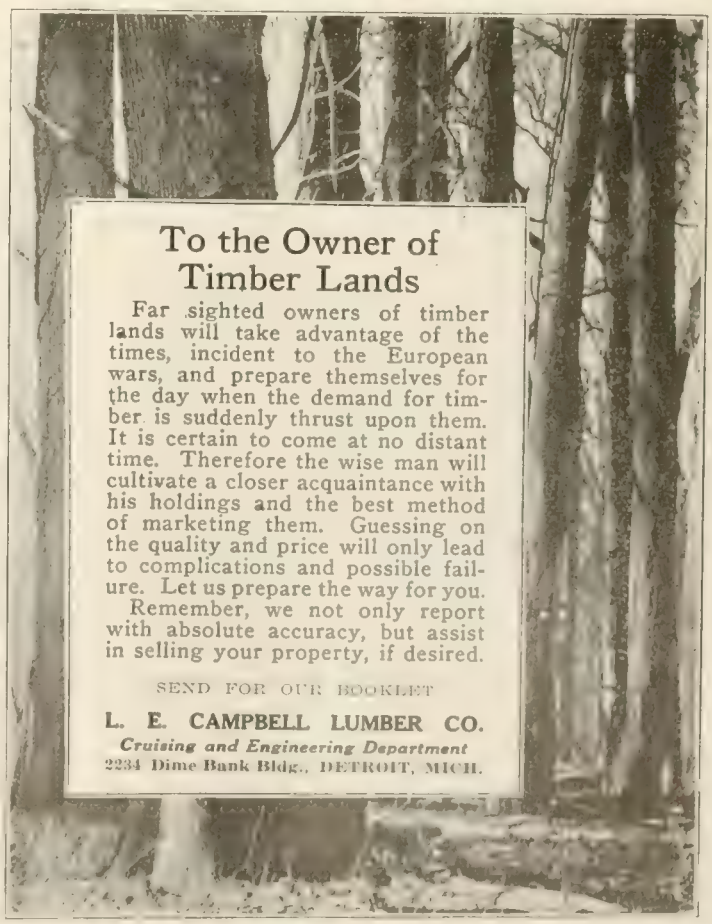
Joe Thompson, sales manager of the Dudley Lumber Company, has just returned from a trip which carried him through the East and Middle West. He says that stocks in the hands of consumers and distributors have been allowed to run down to very small proportions and he believes that, as soon as spring trade opens, there will be a very large amount of lumber going into the sections which he covered on his trip. Among the cities included in the itinerary of

THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

Anything and Everything in Dimension Hardwoods
Cut to Order

WE SPECIALIZE IN
Chair Posts and Rockers Band Sawed to Pattern. Timbers, Plank, Wagon, Implement, Chair and Furniture Stock.

WE WANT WALNUT
If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market **now** for two million feet.
PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS



Indiana's Original Giant

This photograph was made while the tree was being cut for our mill.

It stood in Putnam County, Ind., and was a *genuine* FORKED-LEAF WHITE OAK—beyond question the finest white oak that ever grew.

Your customers were delighted with that quiet beauty, that rich, even color and figure that for all time have given to goods made from *Indiana oak* an *Individuality.*

You can please them again. How? Simply by buying a parcel of almost anything in lumber or sawed veneers from our yards. You can select from a full assortment. We positively carry no southern stock and can prove it.

And remember, we have built up our business by giving

Just a little better quality than you expect

Charles H. Barnaby

Greencastle, Indiana

HAVE YOU OTHER NEEDS FOR HIGH-GRADE HARDWOODS? WE CAN FILL THEM.

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

BASSWOOD	BIRCH
20M 4/4 No. 3 common	70M 4/4 No. 1 com. & bet. plain
30M 1x4 No. 2 and 3 common	100M 4/4 No. 1 com. & bet. red
15M 5/4 No. 1 com. and better	5M 5/4 1st and 2nd red
25M 5/4 No. 1 common	10M 5/4 No. 1 common red
10M 5/4 No. 2 common	6M 5/4 No. 1 common plain
20M 5/4 No. 3 common	3M 6/4 1st and 2nd plain
13M 6/4 1st and 2nd	13M 6/4 1st and 2nd red
15M 6/4 No. 1 common	4M 8/4 1st and 2nd plain
15M 6/4 No. 3 common	6M 8/4 1st and 2nd red
WHITE OAK	**ROCK ELM**
10M 8/4 No. 1 and No. 2 com.	50M 8/4 No. 2 com. and better

HARD MAPLE

40M 8/4 No. 2 common and better

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY

Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

The White Lake Lumber Co.

Peoples Gas Bldg., CHICAGO, ILL.

Northern and Southern Hardwoods

CAR STOCK

WHITE PINE **YELLOW PINE**

High Quality—Prompt Delivery

WE WANT TO MOVE AT ONCE

5 cars 1" 1st and 2nd Basswood
3 cars 1" No. 1 Common Basswood
3 cars 1" No. 3 Common Basswood
15 cars 1" Oak—all grades

Send us your inquiries

Mr. Thompson were Chicago, Indianapolis, Cleveland, Buffalo, Milwaukee and Cincinnati. For the present, according to Mr. Thompson, most consumers and distributors are buying from hand to mouth, but he believes that the time is close at hand when the demand will be of a much more urgent and decidedly more insistent character.

The demand for red gum appears to be improving somewhat, and reports received at the headquarters of the Gum Lumber Manufacturers' Association indicate that this wood is gradually increasing in popularity. It is finding more favor with architects, and they are not hesitating to recommend it to their clients for interior trim, as well as for other purposes. They have been able to obtain such satisfactory results that the association is looking forward to a great deal of assistance from them in increasing the amount of red gum used. Only recently advices have been received here that the postoffice at Bedford, Va., will be finished in red gum, and that another postoffice at Wytheville, also in Virginia, will be finished in the same material. Most members of the trade here say that they have found a rather decided increase in demand for red gum recently, and this is regarded as an exceptionally encouraging development.

There has been no marked change in weather conditions in this section during the past fortnight. A great deal of rain has fallen, and within this period the ground has been thoroughly covered with snow. The lowlands are still quite wet, and members of the trade here say that they are meeting with considerable difficulty in getting out timber. Log stocks have run down to rather small proportions in some directions, and not a few manufacturers are authority for the statement that the scarcity of timber is beginning to be a somewhat prominent feature. It is pointed out that, owing to the scarcity of logs, much will depend upon weather conditions in the immediate future. Meantime those firms which have enough timber in sight to enable them to do so are operating their plants at full capacity, and it is doubtless true that the amount of lumber being produced is somewhat in excess of what it was even three or four weeks ago.

Building operations are increasing somewhat, and this is accepted as a favorable sign. In fact, it is anticipated that the increased activity in this line at Memphis will be duplicated in other parts of the country and that there will be a decidedly larger demand for hardwood flooring and for interior finish. Some members of the trade are pointing out that there ought to be quite an impetus given to the hardwood lumber business with the opening of spring in the upper half of the United States, and they are looking forward with confidence to such a development. There is more doing in Memphis now than for quite a long while, and reports from quite a number of other centers in the South indicate that there is a gradual return toward normal in the matter of building activity.

NASHVILLE

The judiciary committee of the Tennessee State Senate has reported for rejection a workmen's compensation bill that had been presented to the legislature. All manufacturers in Tennessee will be gratified at this action. The problem has been agitated the past two years, and has been considered by a special commission appointed two years ago. The committee reported that this is not an opportune time for the industrial interests of the state to pass the measure.

Henry J. Tidwell and Robert Bruce have perfected plans to install a 60-horsepower sawmill at McEwen, Tenn. The firm has purchased machinery and has also acquired several tracts of timberland.

The lumber firm of Ransom & Frierson at Shelbyville, Tenn., has been dissolved. Burton Frierson has purchased the interest of W. S. Ransom in two lumber mills and will continue the business.

J. J. Slonicker of McEwen, Tenn., has closed a deal at Hohenwald, Tenn., for about 1,000,000 feet of timber, which will be sold to a Nashville firm.

H. H. Self of Dickson, Tenn., has purchased several hundred acres of timberland near Dickson, Tenn., and when business conditions improve contemplates starting a handle factory.

During the season just closed over 25,000 oak crossties have been sold to the Nashville, Chattanooga & St. Louis Railway at McEwen, Tenn.

The Richardson Lumber Company of Florence, Ala., secured a contract for supplying $16,000 worth of lumber and building material to be used in erecting a new high school building at Columbia, Tenn.

Building permits in Nashville for March amounted to $188,425, against $229,180 for the same month last year.

BRISTOL

Mills in this section continue to resume operation, especially with the advent of more favorable weather. Several large mills were started last week and it is believed that by May 1 the majority of the mills in this section will be running full time.

The Black Mountain Lumber Company this week resumed operation of its mill at Bluff City, Tenn., eleven miles south of Bristol. The mill has been idle about a year. The company has a large area of timberland and owns its own logging road.

The Atkins Lumber Company has at last started its new band mill at Atkins, Va., and is cutting about 50,000 feet daily. The company recently completed a seventeen mile line of logging road.

The Graham County Lumber Company last week started its band mill at Judson, N. C. The company has started other mills in that section and is now operating on a large scale. Frank Buell of Bay City, Mich., is general manager and in charge of the operations. The company acquired the Whiting timberlands in Graham county.

O. H. Vial returned this week from western North Carolina. He has purchased a 7,000-acre tract of timber on the Murphy branch of the Southern and contracted the logs to the Graham County Lumber Company. He has already begun logging.

The R. C. Duff Lumber Company, which is operating a band mill at Duffield, Va., has purchased an additional boundary of timberland and will move to it as soon as its present supply is exhausted.

ST. LOUIS

Building operations in St. Louis for March showed a falling off of about 14 per cent, compared with last year, according to the report of the building commissioner. The estimated value of buildings for which permits were issued in March was $1,268,878. In March last year the permits amounted to $1,450,934.

The receipts and shipments of lumber at St. Louis for March were 17,655 cars of lumber received, as against 16,735 cars of lumber received during March last year, a gain of 920 cars. Shipments were 10,565 cars last month, against 11,340 cars during March last year, a decrease of 775 cars.

Maynard C. Johnson, an official of the Gideon-Anderson Lumber & Mercantile Company, of St. Louis, with the plant at Gideon, Mo., died at Cape Girardeau, Mo., where he was taken when he contracted pneumonia. Mr. Johnson formerly lived in St. Louis, but has been residing at Gideon for several years. His wife was the daughter of W. P. Anderson, the president of the company. She died a year ago. Two children, twelve and fourteen years old, survive.

LOUISVILLE

William Burke of the Burke Golf Company, Newark, O., was a speaker at a recent meeting of the Louisville Hardwood Club. He discussed the features of that business with reference to the use of lumber in the manufacture of sticks. Hickory is used for the shafts, and dogwood and persimmon for the heads. He said that the requirements of the trade are so severe that the lumberman who expects to supply it must study them carefully.

The W. P. Brown & Sons Lumber Company is operating its mill at Frankfort, Ky., but at present is not running at Fayette, Ark. T. M. Brown reports business to be irregular, but looking up somewhat.

The furniture trade is better than it has been, though it is stated that the manufacturers of popular-priced goods are doing better than the makers of high-grade equipment. However, the call for material from this trade has been increasing somewhat, and this is an encouraging development.

The Modern Woodworking Company, 1106 W. Main street, Louisville, has been buying some machinery for its new shop, including a saw, tenoner and sander. Frank Hillerich is superintendent.

W. W. Brown of the Hamilton Manufacturing Company, Two Rivers, Wis., who was in Louisville recently, is a type of the manufacturer of the new school. He was formerly in the lumber business, and understands it thoroughly, and is now devoting all of his time to the purchase of lumber for the Hamilton company, which has a large plant devoted to the manufacture of printers' and dentists' furniture. He believes that lumbermen and consumers could get closer together to their mutual benefit.

The Norman Lumber Company of Louisville has signalized the concentration of its interests in this city by again taking an active part in the work of the Louisville Hardwood Club, of which A. E. Norman, head of the company, was the first president. Now that it is no longer operating a mill in Louisiana, the local yard and interior finish plant will get all of the attention of Mr. Norman. Edwin Norman, his son, who has been ill for some time, is rapidly improving, and it is hoped will soon be well enough to resume active connection with the business.

Oscar Sears, a Lexington, Ky., timberman, has sued the Mowbray & Robinson Company and the Kentucky River Timber & Coal Company to have the former company held the trustee of the latter, or to have it held to have purchased its property under an agreement between Sears and the Mowbray & Robinson Company. The suit has grown out of an option taken by Sears on the property of the Kentucky River Timber & Coal Company for $25,000, borrowed from the Mowbray & Robinson Company, to whom the option was assigned. They made use of it and bought the property, amounting to about 35,000 acres, and Sears now claims that he was "frozen out" of the deal.

State Forester J. E. Barton is busy making appointments of county wardens to patrol the forests and fight fires and other sources of damage. The various local associations of timber owners, especially in eastern Kentucky, are also active in supporting wardens, and the railroads for the first time have shown interest in the work, and an anxiety to help prevent fires, many of which are declared to have been caused by sparks from locomotives. With the government about ready to establish its forest reserve in eastern Kentucky, interest in the subject on the part of the lumber trade and the public is greater now than it has been for a long time.

H. A. McCowen, head of H. A. McCowen & Co. of Louisville and also

Kentucky Hardwoods

1 car 1" 1s & 2s Chestnut—25% 14-16' lengths, average 14" wide.
3 cars 1" No. 1 Common Chestnut.
5 cars 1" Sound Wormy Chestnut, 50% 14-16' lengths.
5 cars 1¼" Sound Wormy Chestnut, 50% 14-16' lengths.
2 cars 1½" Sound Wormy Chestnut, 50% 14-16' lengths.
5 cars 4/4 No. 1 Common Poplar, 40% 14-16'.
2 cars 1¼" No. 1 Common Poplar, 60% 14-16'.
1 car 1" Clear Sap Poplar, 40% 14-16'.
5 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" No. 2 Common Plain Red Oak.
5 cars 1" No. 1 Common Plain White Oak.
5 cars 1" No. 2 Common Plain White Oak.
3 cars 1¼" No. 1 Common Plain White Oak.
1 car 1½" No. 1 Common Plain White Oak.
1 car 1½" No. 2 Common Plain White Oak.

Buskirk-Rutledge Lumber Co.
INC.
LEXINGTON, KY.
BAND MILLS: Quicksand, Ky., Straight Creek, Ky.

J. K. WILLIAMS A. T. WILLIAMS

Williams Lumber Co.
(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty

"Made in Bluefield"

We are Manufacturers of

Oak Flooring
Interior Finish Poplar Siding
Ceiling and Dimension
Boards

CAN SHIP MIXED CARS OF ROUGH AND DRESSED MATERIAL, ALL FROM STRICTLY WEST VIRGINIA TIMBER

Planing Mill and Dry Kiln Facilities

The McClellan-West Lumber Co.
Bluefield, W. Va.

Peytona Lumber Company
Huntington West Va.

—MANUFACTURERS—

PLAIN SAWN RED AND WHITE OAK
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

BAND MILLS:
Huntington, W. Va. Accoville, W. Va.

president of Penrod-Jurden & McCowen of Memphis, returned from the latter city last week. He said that the organization of the new company is rapidly being completed, and that the management of the lumber and veneer mills at Brasfield and Helena, Ark., respectively, from Memphis is proving to be a convenient arrangement. Ralph Jurden, vice-president and secretary of the company, is permanently located at Memphis, where Mr. McCowen will spend most of his time also.

The veneer and panel trade in this section could stand a good deal of improvement, the demand not having been up to normal of late. This has been due chiefly to slow business with the furniture factories, and also to the fact that when trade is dull many consumers who ordinarily buy their panels ready to use lay their own veneers, as a means of holding their organization together. This of course does not affect the proposition of the consumption of veneers.

The Southern Veneer Manufacturing Company of Louisville has been sued by Mary Loebig, a stockholder, who asks the appointment of a receiver. She alleges that George F. Kretschmer, Sr., and other members of his family have been mismanaging the company, and that she has not been given a voice in its affairs. Excessive expenses are declared to have been incurred. The action was brought in the circuit court, which has not yet passed on the petition.

MILWAUKEE

The Northwestern Barrel Company of Milwaukee recently sustained a loss of $15,000 when fire destroyed one of its warehouses, a shop and barn at Menomonee and Eric streets.

The Wilson Manufacturing Company, a woodworking concern of Appleton, Wis., is having plans prepared for the erection of a new two-story factory building 22x60 feet in dimensions, and a boiler house 28x32 feet.

The American Seating Company will erect a large addition to its plant at Manitowoc, Wis., which will add 14,000 square feet of working space.

Milwaukee's new building code, said to be one of the most complete in the country, is ready for distribution. The building commission worked for more than five years preparing it, but it cost the city only $2,400, as compared with the code of Cleveland, O., which is said to have cost that city $40,000. The code covers every phase of building construction and maintenance.

The Faust Lumber Company of Antigo, Wis., has amended its articles of incorporation, increasing its capital stock from $100,000 to $125,000.

The Wisconsin Seating Company has installed considerable new equipment in its plant at New London, Wis., including two new steel punch presses.

The A. W. Schram Manufacturing Company, a chair manufacturing concern of Oshkosh, Wis., is said to be contemplating removing its plant to some other city. O. J. Lutter, a representative of the company, has been looking over sites at Wausau, Marshfield and Ladysmith. The company expects to erect a four-story building 50x150 feet.

James K. T. Hiles, president of the George H. Hiles Lumber Company of Dexterville, Wis., died on March 21 at the age of seventy years. Mr. Hiles was reputed to be many times a millionaire. He was the oldest son of George Hiles, founder of the company, and had been engaged in the lumber business all his life. His father founded the town of Dexterville, where he settled in 1850. Mr. Hiles is survived by his widow, a daughter, Mrs. Green of Rhode Island, three sons, Samuel T. George, and William, and a brother, Frank, of California.

Herman Bleyer, secretary of the Milwaukee Harbor Commission, has compiled figures which show that although the season of 1914 was one of the slowest on the great lakes since 1893 and that fully sixty per cent of the ships were idle throughout the season, Milwaukee's total tonnage for the year was only 4.4 per cent less than the high water mark reached in 1913. Lumber shipments during the year showed a decrease of 4.3 per cent.

The Kiel Woodenware Company of Glidden, Wis., is now operating its plant at Mellen on a ten-hour schedule. The Foster-Latimer Lumber Company is operating its plant at Mellen on a day and night schedule.

The Conrath Market & Manufacturing Company has been organized at Conrath, Wis., to engage in the manufacture of bolts and similar lines. A large supply of logs is being received. Officers of the company include: President, C. H. Paris; vice-president, N. H. Spooner; secretary and manager, E. J. Rietz.

The Paine Lumber Company of Oshkosh, Wis., operating one of the largest sash and door and veneer plants in the world, is to be reorganized. While the company is solvent, it has been decided to place the concern upon the best possible footing and to do that effectively and thoroughly, steps were taken in the circuit court of Winnebago county on April 3 to have a temporary receivership appointed, thus invoking the sponsorship and protection of the courts while the work of reorganization is in progress. Judge Burnell has appointed A. L. Osborn of Oshkosh, J. A. Kimberly, Jr., of Neenah, and the Wisconsin Trust Company of Milwaukee as receivers of the company and all its property. They will take immediate possession of the company and will continue to manage the business until May 10, or until further order of the court. Mr. Osborn and Mr. Kimberly were ordered to give a bond of $200,000, which was furnished immediately. George E. Foster of Mellen, Wis., was named as plaintiff in the proceedings. It is stated that the company has assets largely in excess of its liabilities and that every creditor will be paid in full with interest.

The Hardwood Market

CHICAGO

The big question of interest to the Chicago trade for the past few weeks has been the possibility of an immense strike that would effectively tie up the entire building industry. Negotiations are still pending which by being in effect have resulted in limiting the actual strike so far, but at one time it seemed as though the entire building trade would be prostrated by a walk-out of practically all lines of trade unionists. Naturally this coming on top of uneven business in such lines not so effected would be creating a catastrophe, but it really seems at this stage as though the trouble has been settled by a mutual spirit of arbitration, or confined to narrow limits.

With this bugaboo out of the way Chicago lumbermen would be justified in feeling very well satisfied with the condition of affairs in the city, as they are getting their share of the hardwood trade with consuming factories and yards. Factory trade is still not brisk by any means, but most of the factories are continuing to buy their quota of stock, and while cut-price offerings in great numbers are still circulated around the city, on the other hand those prone to cutting prices have gotten them down so low as to create suspicion in the minds of buyers who prefer having better stocks at little better prices. On the part of many others there is a continued insistence for more reasonable values. The consequence has been that the buyers have gotten to realize to a considerable degree that extremely low prices and satisfaction in lumber do not go together, and there seems to be a willingness to collaborate in a more reasonable price level.

The yard trade continues to be hesitant about purchasing on account of the threat of building trade unionists, and they have not taken the stock they likely would have taken had this specter not been presented this spring, as usual. However, if the affair is definitely settled within the next week so that there will not be a likelihood of its being brought up again, it is altogether likely the yard trade will take on quite a little in the way of general lines of building lumber.

The box trade in the city is going along in very good shape, with purchases at satisfactory volume, which brings those woods going into box manufacture and also woods used in the manufacture of implements and vehicles in the lead, as is the position in most points throughout the country.

NEW YORK

Some improvement is noted in the local lumber market, but with respect to hardwoods it cannot be called highly encouraging. There has been some increase in demand and the inquiry points to a fair amount of trading in prospect. A feature, however, is the continued low prices and generally unsatisfactory trading. It seems that good lumber is still to be had at prices that prevailed months ago when expediency furnished the reason for the low prices made. The only settled point is that values cannot go lower and wholesalers must take whatever encouragement they can out of this fact. The hardwood flooring market is in better shape, but rough lumber is hard to move.

BUFFALO

The hardwood trade is improving very slowly and some yards report that their trade is no better than a month ago, but on the whole the volume of business appears to be larger than at that time. The building business is making the largest gain, as is natural at this season, and there is a disposition to break away from the depressed conditions of some months and to engage in operations on a larger scale. Industrial plants of all kinds, except such as are favorably affected by war, are still running below normal. The furniture factories are also feeling the effects of the dullness.

Prices in all hardwoods are rather low and some do not appear to be showing any increased firmness, while in others there has been a gain in strength. Plain oak, maple and birch are among the leading woods at present. Poplar remains very quiet. Low grades in most woods are selling pretty well and a firm price is being maintained. There is a better demand for flooring this month, both in oak, maple and birch, and some stiffening in prices has occurred.

It is expected that a greater quantity of hardwood lumber will be received here by lake this season than last, as wholesalers in several instances are planning for bringing in stock. Prices at the mills are said to be a little more favorable than a year ago, though there has been no particular weakness displayed recently.

PHILADELPHIA

With clear and warmer weather now due, local wholesale and retail lumbermen feel optimistic as to the trade of the next four or five months. Textile mills which were shut down are resuming operations. Shipyards are quite active, and many large firms and corporations announce that

RED GUM
(Leading Manufacturers)

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Our Corps of Inspectors
Intelligent! Highly Trained! Conscientious!
is assurance that you will get what your order calls for when you buy Gum from us
Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, QUIGLEY, ARK.
Postoffice and Telegraph Office, HETH, ARK.

SPECIAL PRICE FOR QUICK SALE:

No. 1 Com. Hickory:
8 cars 1½" to 4"

No. 2 Plain Oak:
5 cars 1"

No. 1 Com. Poplar:
15 cars ⅝" to 4"

No. 1 Common Ash:
3 cars 2"

No. 1 Plain Oak:
20 cars 1" to 4"

1 car 2½"

Goodlander-Robertson Lumber Company

MANUFACTURERS AND WHOLESALERS
HARDWOOD LUMBER

Yards and Office:
Kansas Avenue **Memphis, Tenn.**

COLFAX HARDWOOD LUMBER CO.
MANUFACTURERS
ASH OAK CYPRESS GUM
All stock band sawn, well manufactured, carefully graded, good average widths and high percentage of 14 and 16 ft. lengths.
No manipulation of grades.
Located on La. R. & N. Co. COLFAX, LA. Consumers' inquiries desired

DUGAN LUMBER CO.
Manufacturers and Shippers **Hardwood Lumber**
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Hardwood Manufacturers and Jobbers

DAY LUMBER & COAL CO.
Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

THE FREIBERG LUMBER COMPANY
Manufacturers of Mahogany and Veneers
Office and Mill: CINCINNATI, OHIO

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY
Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

in their estimation the industrial depression is a thing of the past. Architects say building work is going to exceed the amount done in any spring in recent years. The March record of the Bureau of Building Inspection is also another encouraging morsel. Building figures for the month recently ended exceeded those of any March in the last four years, despite the fact that no immense operations were started. The large cost of building in March was caused by the construction of two-story and three-story dwellings. The two-story dwellings cost $2,999,500 and the three-story houses $789,330, the total for the month being $5,350,790, against $5,197,030 in March, 1914. February building work this year cost $2,574,730, which was $1,663,925 greater than in the month of January. Leading wholesalers report inquiries as increasing, volume better than the previous two weeks, prices stiffening just a trifle, and collections still inclined to be slow. All things considered, the outlook is regarded as promising.

PITTSBURGH

The hardwood business is unsatisfactory at present. Prices are weak and demand is irregular. Business with automobile buyers is better and some trade is being done with the furniture and manufacturing concerns. Railroads are not buying. Stocks at hardwood plants are quite large and many manufacturers are trying to unload.

BOSTON

The condition of trade in the local hardwood market is reported generally quiet. The improvement usually occurring in the spring has been relatively slight. The variety of New England manufactures has resulted in a moderate demand over a wide range of stock, but the amount of inquiry and sale is small. Facts gathered from building permits and reports of architects show the largest amount of work being figured for many years, but this has not developed any heavy ordering as yet. There is, however, positive opinion that this factor will have very good effect in building up business. While the use of hardwood in building finish has decreased, the class of buildings included in much of the proposed construction is such that a great deal of hardwood will necessarily be required. The furniture manufacturing industry, which has always consumed a large amount of hardwood, is not only running light, but is changing processes and styles to other woods, built up work and veneer, thus causing a considerable decline in the demand for hardwood. General manufactures, such as machinery, wagons, implements, etc., have also altered construction to a lesser extent, although still requiring a good proportion of their usual supply of hardwood.

There is a noticeable effort on the part of many producers to place stock by representatives visiting or located in this city, but there is little basis to expect that this will enlarge the volume of trade; rather it tends to introduce factors of uncertainty as to credits and values.

COLUMBUS

The market for hardwoods in Columbus and central Ohio has been fairly active during the past fortnight when business conditions are considered. Demand on the part of manufacturers has shown an increase, especially in concerns making vehicles and implements. Furniture factories are also buying to a limited extent. Dealers are the best customers as they are preparing for the spring trade. Buying is mostly for immediate delivery, although a percentage of orders call for shipment the latter part of April and even after May 1.

Generally speaking, the price list is fairly well maintained. There is less cutting quotations than was the case a month ago. Dry stocks in the hands of mill owners are not exceptionally large, and as a result holders are not sacrificing profits to move stocks. Some shading is being done, which is always the case under all market conditions.

Shipments are coming out promptly from every section of the hardwood producing region. No trouble is experienced from lack of transportation facilities. Indications are fairly bright for active building operations in many cities and towns in central Ohio. Already quite a few contracts have been awarded for office buildings, fraternal homes and apartments. There will also be quite a few dwellings constructed.

Retailers' stocks are rather light for the season of the year. Some of the dealers are not inclined to increase them because of the uncertainty of business. Others are taking a chance and increasing stocks.

Quartered and plain oak is fairly strong and the same is true of basswood. Chestnut is selling well, especially sound wormy. Ash is quiet. Poplar is in fair demand and other hardwoods are unchanged.

BALTIMORE

The lumber trade situation continues to show improvement. Interest in the offerings is reported to be on the increase among the yardmen and other buyers, and the movement has assumed larger proportions by degrees, with every prospect that the demand will continue to widen, with corresponding gains in strength as far as values are concerned. No one particular direction can be pointed to as offering evidence of special expansion, the quickening of the demand applying about equally to all. For a long time the range of prices was very wide; in fact, the quotations seemed to have no definite basis at all, sellers taking what they

could get. From this point the trade has gotten away a considerable distance and the tendency is steadily toward a further hardening of the prevailing figures. The yards have held off so long that their assortments show marked deficiencies. For a time they made no determined effort to fill out these deficiencies, but of late they are receiving fairly general attention, which proves that the necessity of making the selection more adequate has impressed itself upon the trade. Hence salesmen are more likely to get a hearing, and the number of orders received by the mill men and wholesalers is on the increase, with no positive advance in the quotations, but with prices firmer. This is especially the case with respect to the better grades. Some of the low grade lumber still leaves much to be desired, the offerings being considerably in excess of current needs; but the tenders of the better grades are by no means excessive. From every point comes information that the mills have no large stocks in hand. Good grades of poplar, oak and even chestnut have begun to command figures that afford a margin of profit, and the feeling about the hardwood trade is more hopeful. The one really weak point is the exports, which cannot show any expansion because of the prevailing conditions. With the steamship embargo and with the difficulties in the way of making shipment increased rather than diminished, no pronounced headway can be made. However, the United Kingdom has run low in stocks and is in the market. Such foreign business as the exporters can get is done on a satisfactory basis and under very acceptable conditions, payment being made for shipments when they are started and the consignee assumes all the risk. There are also believed to be indications that the war will be not much longer protracted, and with the restoration of peace will come a very material increase in the foreign movement. Altogether, the hardwood men are in a more hopeful frame of mind than they were not so long ago, and a continuance of the progress toward better conditions is looked for.

CINCINNATI

A slow but steady expansion in the volume of business in the hardwood line has been noted generally throughout the Cincinnati market. The wholesalers, jobbers and dealers express confidence in the future and are sanguine that the worst has been past and matters soon must take a turn for the better.

A late spring, unseasonably chilly throughout March, has retarded movements in hardwood and has had a depressing effect in the building line. However, within the last week or ten days the builders have taken more heart in the outlook and considerable activity is noticed, especially in hardwood flooring. It now appears to be a case of getting out and hustling. The market is opening up and needs only a little pushing.

There still is noticeable a heaviness in the East and southern Michigan, which markets always tend to govern conditions in the Queen City, but despite the rather discouraging outlook from contiguous quarters the local market bears up unusually well.

While the demand continues scattered and spotty, there is a pronounced movement in American walnut and maple, these two constituting the best sellers at present in the Cincinnati market. The latter gets its impetus directly from the unprecedented activity in the automobile manufacturing business. The demand for maple, which is used so extensively in automobile bodies, is reported from various concerns as the heaviest known in some years, and as usual in cases where the demand suddenly settles upon one line, the supply is inadequate. Millmen complain, but their troubles do not come from lack of orders and inquiries; but the supply back of the mills is reported in some cases as being exceedingly low and there is a constant dread of losing business which demands quick delivery.

A rather curious condition of affairs has resulted on account of the heavy sudden movement in walnut and maple. Yellow pine, for which Cincinnati is a considerable market, is practically at a standstill, according to reports from wholesalers specializing in this line, while other lumber which ordinarily does not command so much attention in the local market is setting records for activity. The only explanation of this peculiar condition is the unseasonable weather. Optimistic views now are freely expressed throughout the country on business in general, all lines of endeavor seemingly gathering new strength, so a backward spring appears to be the only object available upon which to lay the blame for a retrograde market in the yellow pine.

Oak for the construction of railroad cars is moving in some quarters with encouraging speed. The railroads with added zest, owing to recent fairly favorable decisions by the Interstate Commerce Commission, are getting into the buying market more freely. Improvements in general appear to be the watchword, and not only is main line construction being planned extensively for the spring and summer, but it is predicted from the volume of inquiries that there will be an increase in the rolling stock of the big trunk lines.

Cypress interests have started out persistently to boom the market and have been met with considerable response. This is directly in line with building operations, the cypress man and the future home builder working to each other's good. Implement and vehicle manufacturers feel the advent of spring and are buying in this quarter.

Cottonwood and gum, principally of low grade, are enjoying a good call from the planing mills and box factories. Poplar gained during the past couple of weeks, but was not in the active list, although giving promise of color later on. Advice received here by dealers in high-grade gum from

Kentucky Veneer Works
HIGH-GRADE—WELL-MANUFACTURED
Veneers
IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.
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Rotary Cut Veneers
in Gum
in Oak
in Ash
Flat Drawer Bottoms
Band Sawn Hardwood Lumber
All kinds
All grades
All thickness
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The Tegge Lumber Co.
High Grade
Northern and Southern
Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington Street
CHICAGO

RED GUM

AMERICA'S FINEST CABINET WOOD

Consider its good qualities.

It has strength.

Can be brought to a very smooth surface and consequently will take high polish in finishing.

Will not split easily.

Runs strong to wide widths and long lengths.

Is not easily marred or dented.

It can be supplied flat and straight—free of warp and twist.

Has beauty, color, life and character.

Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.

We are the largest producers of Gum in the world.

Have a large and well assorted stock on hand at all times.

Can manufacture special thicknesses on short notice.

We guarantee
QUICK SHIPMENTS
GOOD GRADES
DRY STOCK
GOOD WIDTHS
GOOD LENGTHS
SATISFACTION

Band mills at
HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Write, phone or wire for prices

Paepcke Leicht Lumber Co.
Conway Building 111 W. Washington St.
CHICAGO

the South was optimistic. This line has been rather stagnant, owing to the uncertainty regarding the outcome of the conference of shippers and carriers to be held in Memphis this week, at which the rates of freight on this wood will be taken up.

The steady increase in orders from the sash and door factories is one of the most encouraging events noted recently. The boom in this line within the last two weeks has been marked and gives promise that stock will be moving in large volume by the end of April.

TOLEDO

There is no great amount of buying just now, but there are plenty of inquiries which indicate that buying will be good a little later on. Until the spring demand opens in earnest naturally the call will be light. Building operations, however, are listed to be heavy in Toledo and in the surrounding towns, judging from the plans in architects' offices and in work already started. Real estate men declare that residence building will be as heavy in Toledo this year as for the past two or three years, which has been phenomenal. There are many school buildings, large factory additions, investment structures and apartment houses now either under way or to be started in the late spring or early summer. Many houses which have been unsavory of reputation and occupied valuable downtown sites have been condemned and will be torn down. These will be replaced by business structures. The call from automobile and other vehicle concerns and from farm machinery factories is heavy. Furniture factories seem to be operating fairly well. Ash, elm and gum, which are being extensively used in the manufacture of automobiles, are leading the bill in demand here at the present time. Plain oak, which is usually a leader, follows with a demand something below normal for quartered oak. Prices remain unchanged and are being fairly well maintained.

MEMPHIS

The hardwood market continues steady, with a slow but sure expansion in the volume of business. There has not been quite so much activity as some members of the trade anticipated with the opening of the spring season, but it is pointed out that the weather has been very unseasonable and of a character to restrict building operations as well as activity in other directions. There is a very good demand for the higher grades of plain oak in red and white, and quartered oak is reported a good seller in all grades. The lower grades of cottonwood and gum are in good request and sap gum moves well, though prices are somewhat disappointing. More demand is noted for the higher grades of red gum, and rather encouraging reports regarding the growing popularity of this material are being received. Ash is a ready seller in all grades, and offerings are comparatively small. Hickory is another good seller. Manufacturers of automobile spokes and wheels have been steady buyers now for some time and they are taking ready care of all offerings at good prices. Cypress sells fairly well. Cottonwood in the higher grades is rather slow, and box boards, too, are proving rather difficult to sell. On the other hand, gum box boards are being readily absorbed, with offerings rather light. There is very little doing in export channels, and not much is expected until the war is over. Then the trade anticipate something approximating a real boom, and some manufacturers are preparing for just such a development where they are able to finance their operations without difficulty.

NASHVILLE

There has been no material change in the hardwood lumber situation in this market the past two weeks. Dealers report some improvement in the tone of trade, with business being handled all the time. They expect further improvement during the later spring and summer months, as it is thought building activities will be of larger volume. Inquiries are more numerous, manufacturers of furniture and agricultural implements showing interest. Prices show no material change, strong firms not believing that anything is to be gained by cutting prices.

BRISTOL

Bristol lumbermen profess to see little marked improvement in trade. A tediously slow recovery is said to be perceptible, but it is feared that trade will continue comparatively dull for some time to come. However, the lumbermen generally are optimistic and believe that 1915 will prove a fair business year, although their hopes for it are not so high as they were a few months ago. Prices remain about the same. Most of the mills have resumed or will do so soon, but the manufacturers say that they are starting more on the prospects of improvement than on the strength of the present situation. Many believe that by the time lumber now being cut can be prepared for the market conditions will have improved materially.

LOUISVILLE

It is now generally conceded, even by those conservatives who are usually pessimistic if they have an opportunity to be so, that business is better. The fact that consumers worked down to the last stick before ordering more lumber has of course held back the demand longer than would ordinarily have been the case, but as factory men have apparently regained confidence, they are now not only ordering cars for immediate

GENERAL VIEW OF MAIN SAWMILL PLANT
Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB." **Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay**

STOCK LIST—April 1st, 1915

	3/8	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	7/4"	8/4"	10/4"	12/4"
1st & 2nd Qtd. Wh. Oak, 6" & Up	109,000	86,000	95,000	23,000	95,000	35,000	6,000		13,000		
1st & 2nd Qtd. Wh. Oak, 10" & Up					50,000	6,000					
No. 1 Com. Qtd. Wh. Oak, 4" & Up	36,000	90,000	6,000	1,000	34,000	28,000	2,000		2,000		
No. 2 Com. Qtd. Wh. Oak, 3" Up	6,000	4,000	6,000		15,000						
Clr. Strips, Sap no defect, 2½-5½"					45,000						
Com. & Btr., 40 & 60%, 2½-5½"				6,000							
No. 1 Com. Strips, 2½-5½"					45,000						
1st & 2nd Pl. Wh. Oak, 6" & Up	265,000	80,000	85,000	60,000	57,000	9,000	40,000	10,000	30,000		
No. 1 Com. Pl. Wh. Oak, 4" & Up	329,000	98,000	88,000	141,000	319,000	51,000	55,000	14,000	45,000		
No. 2 Com. Pl. Wh. Oak, 3" & Up	215,000	17,000	76,000	47,000	194,000	34,000	24,000				
No. 3 Com. Pl. Wh. Oak, 3" & Up		23,000	18,000	18,000	9,000						
1st & 2nd Pl. Red Oak, 6" & Up	1,000	13,000		32,000	35,000	30,000			19,000		
No. 1 Com. Pl. Red Oak, 4" & Up	11,000	10,000	33,000	61,000		34,000	64,000		16,000		
No. 2 Com. Pl. Red Oak	2,000	2,000				21,000	3,000				
No. 3 Com. Pl. R. & Wh. Oak, 3" & Up					175,000						
Red & Wh. Oak Core Stock					345,000						
1st & 2nd Red Gum, 6" & Up	339,000	243,000	91,000	397,000	16,000	92,000	119,000	5,000	30,000	7,000	
No. 1 Com. Red Gum, 4" & Up	198,000	149,000		497,000		297,000			20,000		3,000
1st & 2nd Q. Red Gum, 5" & Up					5,000						
Com. & Btr. Q. Red Gum, 60 & 40%							7,000		27,000		
Sap Gum Box Boards, 13-17"					30,000						
1st & 2nd Sap Gum, 6" & Up	24,000	6,000	68,000		161,000	33,000	67,000			11,000	
1st & 2nd Sap Gum, 12" & Up					60,000						
1st & 2nd Sap Gum, 18" & Up					18,000						
No. 1 Com. Sap Gum, 4" & Up		30,000	117,000	239,000	383,000	337,000	40,000	13,000			
No. 2 Com. Sap Gum, 3" & Up	260,000		356,000		93,000		124,000		32,000		
No. 3 Com. Sap Gum, 3" & Up					400,000		34,000				
Clr. Sap Gum Strips, 2½-5½"					32,000						
1st & 2nd Ash, 6" & Up					15,000				15,000		
No. 1 Com. Ash, 4" & Up					12,000						
No. 3 and No. 4 Com., 3" & Up					55,000						
1st & 2nd Cypress					80,000						
Select Cypress					120,000						
No. 1 Shop					80,000						
No. 1 Com							12,000		7,000		
No. 2 Com					85,000						
Log Run Elm, 30-50-20%					57,000		3,000				
No. 2 Common Elm					23,000						
Com. & Btr. Tupelo Gum, 60 & 40%					28,000						
Log Run Cottonwood, 40-40-20%					26,000						

The item of Oak Core stock is a special grade which we make, suitable for veneering over. We have facilities for kiln-drying and dressing lumber. Green Oak Bridge Planks, Switch Ties, etc., a specialty.

VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND—WE HAVE 6,000,000 FEET OF SELECTED HARDWOOD LOGS STORED ON OUR MILL YARD.

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.

The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Avenue Building, NEW YORK

Within a Decade

Our forest resources will have been reduced to the extent of 450,000,000,000 to 500,000,000,000 feet.

That quantity of timber will have disappeared from the market for all time.

Timber Buying Time is Here

Today there is a market for the best of the timber. In the near tomorrow there will be a demand for all of it. In that near tomorrow timber will be good property to own—*if you buy it now.*

James D. Lacey & Co.

Timber Land Factors

CHICAGO, ILL., 1750 McCormick Building.
PORTLAND, ORE., 1313 Northwestern Bank Building.
SEATTLE, WASH., 1009 White Building.

delivery, but are negotiating for the delivery of other stock later on. The condition of the average hardwood concern has been a barren order-book—that is, all of the business handled has been for immediate delivery, with little accumulating for shipment later on. Now that future business is being booked, and consumers are realizing that an upward movement in prices is due, more liberal ordering is sure to follow, and the market will be strengthened at just the points where it has been weakest. This, at least, is the opinion of those closest to the situation and in the best possible condition to judge.

ST. LOUIS

The hardwood situation is a little better than it was, but the improvement is rather slow. Wet weather has been quite a handicap to all lumber business, as it has made the country roads impassable and has prevented farmers from coming to the towns for lumber. This has caused country yards to buy sparingly. As soon as the weather conditions improve there will no doubt be an active demand, as stocks are low and liberal buying must be done. Plain red oak is most in demand. Inch stock in first and second grade is particularly sought for. There is not much being done in white oak in the better grade. Gum and cottonwood are fairly good movers. There is a fairly steady demand for cypress, in spite of adverse weather conditions, but it is far from satisfactory. Country yards are not doing much business, owing to the bad roads, which keeps the farmers away from town. Yard owners will not buy until selling can be done.

MILWAUKEE

Judging from the figures available at the office of the Milwaukee building inspector, the spring revival in the building field seems to be making itself felt, even at this early date, and lumbermen are confident that this will mean a satisfactory business this season. During the month of March, for the first time in practically a year, the building investment showed a decided gain. There were 420 permits issued for structures to cost $942,921, as compared with 363 permits and an investment of $696,183 during the corresponding month a year ago. This represented a gain of $246,738 and seems to bear out the prediction made by Building Inspector Harper that the building record this year will attain the mark reached in 1913. News from about the state indicates that there will be considerable building carried on in the smaller cities and towns and in the country districts.

The hardwood trade seems to be improving slowly but surely and lumbermen feel that plenty of business will develop later in the season. One of the most favorable signs is the slightly better demand from the local factory trade. The sash and door and general interior finishing concerns are making better inquiries and a good trade from this source is anticipated. Stocks on hand at all these plants have been light for months, as the factory trade has been inclined to buy only enough to satisfy immediate wants. Wholesalers expect a good yard trade a little later on.

Prices are unchanged, although there seems to be a little firmer tone in the market. Birch, maple and basswood are the leaders in northern woods, and reports from some quarters say the available supply of dry stocks in this line is not especially large. Low grade stocks are moving fairly well. Oak seems to be the strongest item in the southern hardwoods.

The logging season is fast drawing to a close in northern Wisconsin. Weather conditions were favorable all winter and news received here would indicate that the hardwood cut was much larger than had been planned earlier in the season.

GLASGOW

Conditions in this market continue on much the same lines as previously reported. Buyers still continue the hand-to-mouth policy, and will not buy ahead. Stocks are being slowly reduced, and stock lists published at the end of the month will show a large reduction in most of the items. Values are well maintained, and the tendency is toward a higher level. Shipbuilders are not using much timber because more attention is paid to government work.

Spruce continues to move well into consumption, and high prices are being obtained. Broad deal 11" and up command high prices, there being very few of such in the market. However, shippers would be well advised to work with extreme caution, as there is a talk of the embargo placed on Swedish goods, by Germany, being removed, and should this take place, it will very much affect the American spruce shipments. Hence the shippers will require to be careful that they do not send forward consignments to a falling market.

Just now there is a good inquiry for sailing vessels to carry timber and lumber to the United Kingdom, but a pronounced scarcity of suitable vessels whose owners will accept such charters. Rates quoted are the highest figures heretofore ruling, with a tendency to advance still further. Among the more important arrivals are the S. S. Kassanga, from New Orleans, whose cargo includes the usual assortment of pitch pine lumber, gum and staves, as well as a large quantity of pitch pine decking and a few ash logs. The S. S. Marina, from Baltimore and Newport News, brings oak boards, oak planks and railway scantling, cottonwood and poplar boards, and several parcels of silver pine. For all lots there is a good demand, and most of the shipment will be cleared on an ex quay basis.

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AMERICAN FOREST TREES

"Written in the Lumberman's Language"

¶ It tells all there is to know about every commercial tree in the United States, and

¶ You can rely absolutely upon its technical correctness in every detail.

¶ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

¶ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

HARDWOOD RECORD
537 South Dearborn St. Chicago, Illinois

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

A HARDWOOD LUMBER SALESMAN

Wanted to solicit orders in Chicago and vicinity. One who can sell goods while maintaining actual values. This position is open to a salesman only—unless you have something to show in the selling line do not apply. The salary or commission or both will keep pace with the results obtained. Address "BOX 32," care HARDWOOD RECORD.

WANTED

Experienced Panel Salesman, one capable of handling large output on very attractive terms. Address, "BOX 40," care HARDWOOD RECORD.

LUMBER FOR SALE

FOR SALE—ABOUT 30,000 FEET.

2½" firsts and seconds Plain Red and White Oak, thoroughly dry.

W. A. FICKSTEIN, Logansport, Ind.

LUMBER WANTED

WANTED—POPLAR LUMBER.

Will buy anywhere from 1 to 50 cars 1" log run or No. 1 and No. 2 common Poplar.

THE HAY LUMBER CO.,
Ivorydale, Cincinnati, O.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg.,
Chicago.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

LOGS FOR SALE

FOR SALE

300 M' Black Walnut 10" and up, 150 M' tough gray Ash 10" and up. Address

"WALNUT LOGS," L. B. 115, Villa Grove, Ill.

DIMENSION STOCK WANTED

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.

D. K. JEFFRIS CO.,
Pullman Bldg., Chicago, Ill.

WAGON STOCK FOR SALE

WAGON MATERIAL CUT TO ORDER

We are in a position to cut all kinds of wagon material for special order—Oak and Hickory, and supply axles, bolsters, reaches and wagon poles.

S. BURKHOLDER LUMBER CO.,
Crawfordsville, Indiana.

TIMBER FOR SALE

FOR SALE—FORTY ACRES

Oak and Hickory timber (not the land). Second growth 6" to 12" in diameter. Will sell entire lot on stump with privilege of cutting within a reasonable time, or will cut and saw to dimension, being equipped with a sawmill. Grove within 95 miles of Chicago, within 1 mile Union switch tracks C. & N. W. and I. C. Address,

T. W. FULLER, Dixon, Ill.

BUSINESS OPPORTUNITIES

A MAHOGANY MAN

Established profitably who wishes co-operation to extend activities can meet an experienced, conservative merchant who controls an excellent location for logs, lumber and mill on tidewater and many railroads in New York district, and might co-operate in financing, selling, etc. Address confidentially, giving some idea of respondent and his resources of business, facilities, etc (also references if not rated).

PROGRESS, P. O. Box 521, New York, N. Y.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

GERLACH

Circular, Band and Cylinder Saws, New Roller Saw Swages and Sharpeners

Are unexcelled in Europe or America. We use the best steel, the finest equipment and have sixty years behind us.

THE PETER GERLACH COMPANY
Cleveland Sixth City

COUNTERFEIT CHECKS

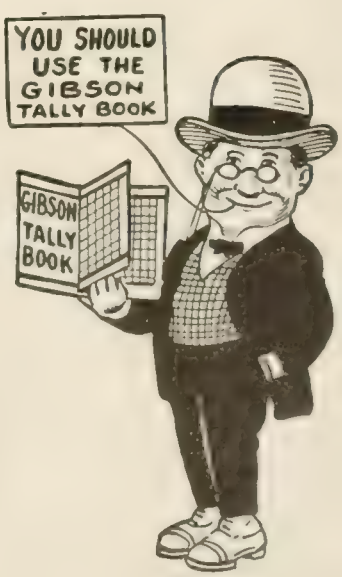
are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Fine Checks, Stencils and Log Hammers.



DO YOUR YARDING WITH

Yellow Strand Powersteel. It is economical for logging, because strong, flexible and durable. Even if Yellow Strand Powersteel cost more than most other ropes of the same grade, it would still be cheaper in the end. You'll be glad to know, though, that Yellow Strand costs no more than many other wire ropes that claim to be "just as good." If you want "evidence," just say the word. We can literally swamp you with letters from prominent hardwood lumbermen attesting to the superiority of Yellow Strand Powersteel.

Write us at once. Ask for copy of catalog No. 50

FREE Our illustrated monthly magazine —THE YELLOW STRAND—free for a year to all rope users. Write for it.

A Yellow Strand in Your Rope Means Yellow Gold in Your Pocket.

Broderick & Bascom Rope Co

New York ST. LOUIS Seattle

Factories: St. Louis and Seattle

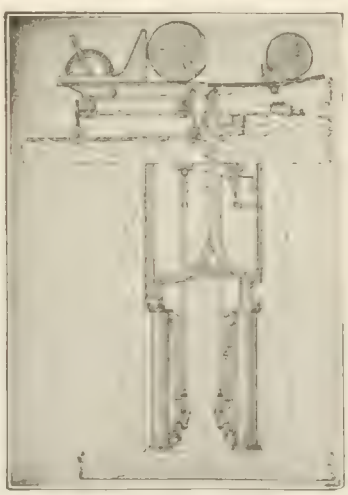
AGENTS EVERYWHERE

WM. E. HILL CO.

KALAMAZOO, MICHIGAN

Manufacturers of Saw Mill Machinery

"The line that is imitated"



"Original Hill Steam Nigger"

STATIONARY TYPE WITH IMPROVED CENTER VALVES AND SPECIAL PATTERN TOOTH BAR

"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO

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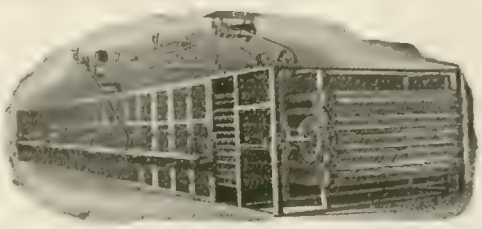

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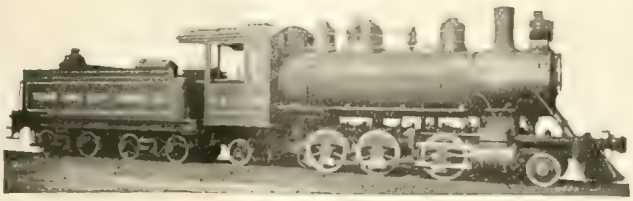

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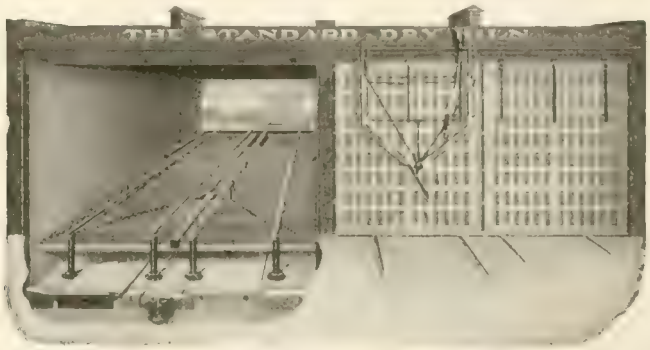
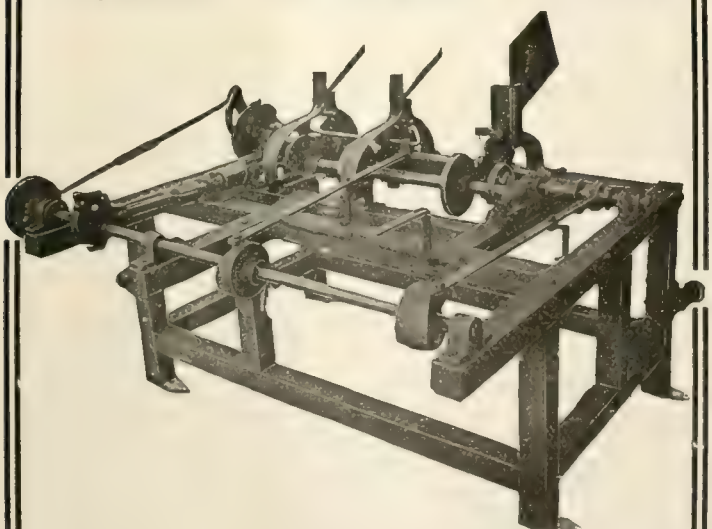


Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

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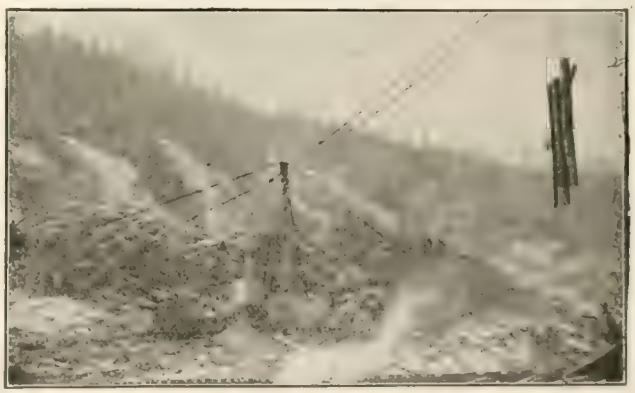

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We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

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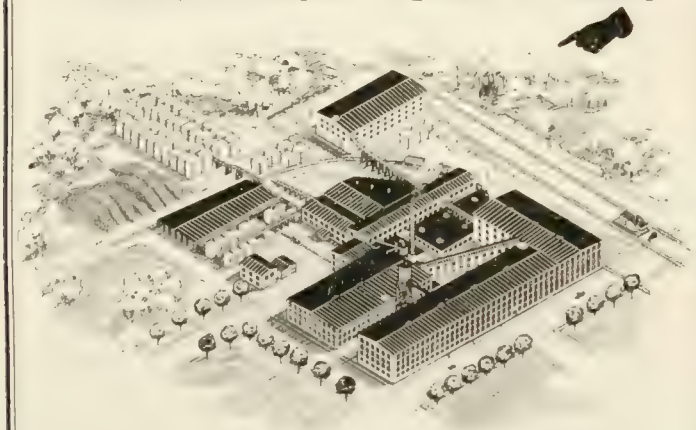

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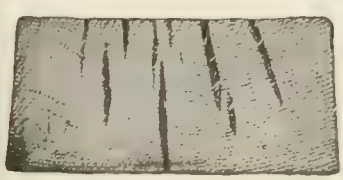

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